Spotlight Contes Sinatra's Amphitheatre Adventure On View, P.50







83rd YEAR

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NEWSPAPER

Elvis Evokes Worldwide Death Date Tributes

Radio Forum Probes Marts

NEW YORK The 11th annual Billboard International Rathe Programming Forum opens this week with a stellar lineup of top executives from both the radio broadcasting and recording industry meeting head-on to probe challenging issues After an opening day on Wednesday of registration and a cocktail party the Forum gets down to husiness Thursday with a keynote opening address by Warner Bros executive vice pres-

The roots of radio will then be traced next by an all-star panel under the heading "The Impact Of Radio Today And How It Got There" Participating will be consultant George (Continued on page 20)

The anniversary of Elvis Presley's death on Aug. 16, 1977, is being marked in the U.S. with special radio tributes, a fan con vention in Las Vegas, special ceremonies and activities in Mem-phis, his hometown, plus overseas remembrances. All of these activities are detailed in this issue. The first story appears below. Others appear on pages 16, 18 and 75.

By RAY HERBECK JR.

LOS ANGELES - Major market radio stations will unleash a tidal airwave of Elvis Presley programming to mark the firstyear anniversary of the singer's death Aug. 16, 1977, according to a Billboard survey.

However, a change in programming tone indicates a general (Continued on page 16)

Firm Bows 'Custom' Tapes By JOHN SIPPEL

LOS ANGELES- The ability to custom create sette or 8-track is the central idea behind "Sound Choice" a service of Franklin Industries. For \$7.98 the customer via mailorder can select the 12 singles of his choice and have delivered

his custom created tape package Initial product offered is from ABC Records, 100 hits being pitched via a full page ad in People Magazine, 300 offered via two pages in TV Guide

Consumers are urged to send in 50 cents for a 1,200-selection (Continued on page 74)



Their smash single. My Angel Baby. (RCA PB 11250), from their Toby Beau (RCA AFLI 2771), is streaking for #1

ASCAP IS PLAINTIFF

1st Jukebox C'right License Suit In N.Y.

NEW YORK - ASCAP has filed its first suit against a jukebox operator for failure to comply with the licensing requirements of the new U.S. Copyright Seven publisher members are listed as plaintiffs in the suit filed in the U.S.

District Court for the Southern District of New York Although only one jukebox is involved, five corporate and two individual defendants are named. The jukebox, located at a restaurant called Cafe 72 at 304 305 E 72d St. Manhattan, was alleged to have been furnished by Paramount Automatic Machines Corp. and four other firms all of whose names he-

Individual defendants, Carmen Brachetta and Harry Kolodny, are alleged to be presidents of the firms.

Section 116 of the law, which took effect Jan. 1, 1978, provides for a compulsory license for jukehox operators providing the operator registers the box with the Copyright Office, pays the required fee of \$8 and displays the required certificate on the box. "in a position where it can be readily examined by the pub-(Continued on page 87)



TURN ON TO SWITCH - Motown 5 PH their individual ability to play a variety of instruments and switch lead charted single. There'll Nevel Be'. (G.7159F) from their debut album "Switch" (G7 980R1) Switch-turn 'em on' On Motown Records a

Watch out for Kenny Loggins.

His new album, "Nightwatch,"
features the smash single "Whenever I Call You Friend."
It's a duet with Kenny and a fabulous, famous female singer.
And, of course, you know to watch out for Kenny on his tremendous tour.
On Columbia Records and Japes.

Produced by Bob James. A Tax





GLD ON... Gor dear Life!

Paul Jabara wrote Donna Summer's #1 giant hit, "Last Dance," starred in the summer's comedy hit, "Thank God It's Friday" and now to follow up his brilliant album, "Shut Out," Paul's 2nd album has arrived

And it's just a matter of time

KEEPING TIME

by Paul Jabara on

Casablanca Record and FilmWorks
Produced by Bob Esty







PICTURE DISKING—A technician works at the slow manufacturing process for making picture disks of "Sgt. Pepper's Lonely Hearts Club Band" at Harold F. Dague's pressing plant in Southern California. Capitol Records is mak ing a substantial number of the original Beatle LP commercially available in

CBS Envisions ASCAP, **BMI TV Licensing Bypass**

WASHINGTON- A CBS brief submitted to the Supreme Court last week holdly envisions a future hypass

of ASCAP and BMI licensing of television netwo CBS says this could happen if the high court leaves undisturbed a 1977 U.S. Appeals Coort decision that blanket licensing constitutes "price fixing" unless peruse option is included.

CBS asks the Supreme Court to reject certiori pet ons of licensors ASCAP and BMI for review of the

Appeals Court ruling. The network pictures an end to the "price fixing" of blanket licensing, and foresees a "competitive marketplace" for music licensing of tv ing licensors ASCAP and BMI were shocked

by the 1977 Appeals Court overturn of an earlier lavor able U.S. District Court decision in New York, exonerating blanket licenses from any price fixing stigma. The licensors' briefs, submitted earlier to the Su

preme Court, say the Appeals Court decision would in effect disrupt all music performance licensing at home, and ruin the structure of international music exchange. structure removed with network music licensed by di-rect negotiations with publishers in the same manner as mechanical fees, sheet music, performance rights for music in movies and other uses

The CBS brief admits that if the injunction it seeks results in such direct negotiation, there are no facilities presently in existence for processing it. The injunction ould have to be deferred long enough to permit their

CBS denies the ASCAP charge that the network has refused to pay licensing fees on uses since March 31, 1978. CBS says it wants to pay, and has offered to make voluntary payment, "but on a different basis from the licensors' extortive system." CBS says ASCAP rejected

In conclusion, the network says the timing is wrong for a Supreme Court appeal because the lower court has yet to act on the "relief" aspect of the CBS injunc-

4 Labels Tackle Task Of Turning TV Acts Tuneful

NEW YORK-The task of turn-

ing television talent into credible recording stars is occupying the atteotioo of four labels this summer. Each is aware of the difficulties involved-prime time popularity on the small screen does not automatically translate into disk sales-and is attempting to overcome them with

custom-built promotion efforts. · Leading the pack is Capitol with "Charlie's Angel" Cheryl Ladd, whose album bows on Billboard's Top LP & Tape chart this week, and se single, "Think It Over," climbs to a starred 48 in its fourth week on the Hot 100.

· RCA is busy working Kristy & Jimmy McNichol, teen stars of ABC-TV's "Family" and the syndi-cated "Hollywood Teen" series respectively, with their "He's So Fine" 45 (currently up to 70 on the Hot 100) and an album containing that

Epic is boosting Lynda "Won-Woman" Carter with her label debut, "Portrait," spearheaded by a single "Toto"

· And Venture Records, the new outfit formed by veteran producer Tony Camillo and personal man-(Continued on page 75)

Tribunal Issues Jukebox Rules 2-Step Process For C'right Owners To Get Royalties WASHINGTON-The Copyright file only statements identifying them as bona fide claimants. separate lists of members entitled to

Royalty Tithunal has set out proposed rules for music owners en titled to jukebox royalty from the compulsory licensing royalty pool to be distributed by the commission The proposed rule requires a two-

step process. In the month of January of each

year, starting in 1979, copyright owners and music licensors would

CHICAGO-A significant step

the National Assn. of Recording

toward record industry bar coding

implementation was taken last week

Merchandisers with the commis

sioning of an outside consulting

agency to prepare a major feasibility

According to Joe Cohen, NARM

Required are name and address, and an agreement to accept Tribunal distribution decisions, except in case of judicial review permitted un-

der the law, to be made on the basis of the record before the Tribunal. Claimants can file singly or jointly, and performance rights so-cieties would not have to include

ucational introduction to bar coding

as it applies to the industry, at the same time that it lays groundwork

and maps out actual industry appli-

study, Cohen says, was prompted by

the industry's slowness to come to

grips with bar coding—a technology that he says will have "far-reaching"

(Continued on page 86)

with cost estimates. Cohe

shares are needed at this stage. By Nov. I of each year, those who

filed in January can put in their claim for a proportionate share of the royalty pool. The claim must have "support and justification," plus whatever special information the Tribunal may require by regu-

lation or order If a general agreement on sharing is reached among the parties in the penod between the January filing and the Nov. I deadline for royalty claims (as Congress had hoped) claimants could skip the justifying information.

The last possibility seems pretty remute, as Tribunal chairman Tom Brennan points out. As of now, the Tribunal sees little prospect of such agreement being reached

The Tribunal's proposed rule at this stage takes no stand as to what the best evidence for claiming music share based on juke box play will be ASCAP and SESAC claim that random surveys would be the best

evidence which they feel should he based on actual performances BMI would be willing for distributton to be made on the basis of weekly trade paper charts rating

music popularity

MILDRED HALL

NARM Beefs Up **Pursuit Of Black Dealer In Meets**

LOS ANGELES-The National

Assn. of Recording Merchandisers is intensifying its pursuit of black dealers into its fold through special programs, reports Joe Cohen, executive vice president of the organization. NARM has invited more than 200

dealers to its 18 regional meetings now in progress. "We had a list of dealers compiled last year from our meetings in Boston, L.A. and Chi-cago and have added to that list dealers recommended by manufacturers." Cohen says, "Many of them are dealers we have never con-The manufacturers advisory or

mittee of NARM established a sub committee which works with Cohen on the development of the list of dealers. Members of this group in clude Oscar Fields, WEA; LeBaron Taylor, CBS, Tom Draper, Warner Bros and Ron Moseley, formerly of

We have sent these retailers (Continued on page 75)

implications for all segments of manufactunng, wholesaling and retading operations. "We're all aware of it but we're oot going anywhere," observes Co-

executive vice president, the associ ation will distribute a universal product code manual for the record industry at the end of 1978, and dramatize the findings of the report in an audio/visual presentation at next The study will include a broad ed

WEISER WANTS 'FAIR SHARE'

SESAC Will Launch Pop Drive With Office In L.A.

NARM Orders Feasibility

Survey Of Bar Coding Use

By ALAN PENCHANSKY

By RAY HERBECK JR

LOS ANGELES - Symbolic of SESAC's determination to move more beavily into contemporary music is the opening here within a month of a West Coast regional office for the performing nghts organi-

The pop field is certainly 75% to 80% concentrated on the Coast," explains SESAC president Norm Weiser, "so we need a physical presmore here as a key part of our move

SESAC has maintained headquarters in New York since its founding in 1931 and has supported a vigorous gospel/religious and country staff in Nashville since 1964, But although Ed Wilder has

worked as our field representative out of his home in L.A for many years," he continues, "we have not had until now an active affiliations manager-or a place out of which one could operate."

Wilder will continue to work with licensees in the 11 western states, but now from the new location on Sunset Blad

Recrusting new talent in the form of writers and publishers and work-

ing with talent already affiliated with SESAC will be Kathy Cooney "Eventually, we'll have a full staff in the office," he says. "But for now. Kathy will also pretty much be man-

ager. Right now we just want to get an office moving." Weiser points out that within the next few months "some substantial affiliations in the pop field" will be announced by SESAC, and he feels it essential to have a "physical pres-

ence" in the area as a result. "Of course, we have had affilia-tions on the West Coast for some time," he adds, noting they are primarily in the gospel or religious fields, in which he claims SESAC is number one among rights organizations. "But to move into pop, it is a must to open an operation here.

Weiser says the move is his first major action since being elected president last Apnl, following his entry into SESAC as a consoltant in January Previously, he was a senior vice president of Polygram-U S and president of Chappel Music 8%

"We're not out to buy up the world," he concludes, "but simply gain our fair share of the market.

U.K. RADIO GROWTH PLAN By NICK ROBERTSHAW

LONDON - Many more local ra dio stations will be on the air with the next five years in the U K. That the prospect held out by the British government's recently published White Paper, and both the Inde-pendent Broadcasting Authority and the BBC are ready with plans and locations. At least one new sta-tion should be operational by The White Paper calls for a work-

ing party to be set up as a matter of urgency to discuss locations, freunencies and other details IBA re resentatives will negotiate with BBC officials under the chairmanship of the Home Office.

IBA disappointment at not being warded the fourth television chai nel has been softened by the White Paner's endorsement of its activities in the local radio field. The Author

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BMI Admits 91 To Million Performance Roll

Swells List Of Charted Hits To 302

mers have joined BMI's honor roll of million performance songs, ac-cording to the organization's latest survey, which runs up to and includ-

They bring the total of tunes which have stacked up one million-plus radio and television perform-June 30, 1976.

Figures are determined from logged reports of some 500,000 hours that are annually submitted by U.S. radio and tv networks, plus local AM and FM outlets

BMI, which has licensed more than one million songs since its 1940 inception, has published a new brothure containing the 302 contenders hy title, composer(s) and puh

The latest million-performance titles include such vintage works as "It's No Sin," "Ballin' The Jack." "Song Of The Islands" and "I Wonder Who's Kissing Her Now," along side more recent compositions like "I Can Help," "Candida," "Mandy" and "When Will I See You Again"

Leading publisher among the 91 is Unichappell Music Inc., with nine songs, followed by E B. Marks with

Leading songwriter is Elvis Presley, who has co-composer credits on three titles, two with Otis Blackwell ("Don't Be Cruel" and "All Shook Up") and one with Vera Matson Love Me Tender")

Other twin-timers include Kenn Gamble and Leon Huff, Paul McCartney (one tune co-written with John Lennon) and Antonio Carlos Johim.

Surveying the entire 302 BMI-li-censed works. Paul McCartney leads with one dozen, John Lennon with 11. Norman Gimbel with nine and Paul Simon with seven.

The achievement of one million performances means that a song of in average three minutes in length has been on the air at least 50,000

The new listing of one million per formance songs represents well over 15 million hours of airplay Finally, among the sungs most recently added to the BMI list is

onel Hampton. At this year's New-port Jazz Festival salute to Hampton, BMI president Ed Cramer made the special award presentation before a sellout Carnegre Hall crowd

Hampton then announced the e-million-and-first performance of the tune, and swung into the standard to close the evening

MCA Sues Tucker. Asks An Injunction LOS ANGELES MCA Records

is suing artist Tanya Tucker for breach of contract while seeking an recording for another lahel.

The suit, filed in Los Angeles Su perior Court, alleges that Tucker failed to deliver her sixth album on time. The album was due in Decem-

Tucker has a five-year contract with MCA calling for her to deliver 10 albums during that time. She was given a guaranteed non-returnable advance of \$1.7 million for the 10 albums, according to the suit.



PLATINUM KISS-Dennis White, right, Capitol Records vice president of mai keting, presents Bob Welch with a platinum disk for his "French Kiss" LP The presentation took place during a backstage party after Welch's set at Dal-las' Cotton Bowl

Pickwick Deal Irks L.A. Webs

ord/tape retad chains, Peaches and Tower, have informed independent record labels they must find a way for them to buy their wares from a source other than Pickwick, which replaced M.S. Distributing as a local distributor liere last week.

Solomon, bosses of Peaches and Tower, respectively, want to deal where each chain huys for centralized warehousing points here for Peaches and in Sacramento for

Both feel Pickwick's retail outlets are competition

"We are one of the largest. They are too," Heiman states. "We tried filling orders with Pickwick in Atlanta and St Louis There were problems We would have to proide Pickwick with vital informa which we feel is classified as far as our retail competition goes. They'd learn about our operation through obtaining otherwise confidential credit information. They'd learn more of our volume

Heiman says that he and Frank Miro, his vice president in charge of retail, could exist without Arista. London, the Fantasy family, Private Stock, Mushroom and Motown, which they estimate represent round 10% to 12% of their volume But they much prefer to stock these and the other independent lines represented in California by Pickwick

Heiman points up the continual joh Peaches has done in hutlding acts. He sees a cutoff of such inde pendent label cooperation unless lie gets the merchandising displays, addistributor relationship.

Queried as to why they can't deal with a distributorship like Record Merchandising here or Alta or Associated in Phoenix. Miro and Heiman point out the distance factor in regard to Phoenix and the fact that Record Merchandising here can't handle an account as hig as Peaches. which has grown in three years from three to 31 stores nationally.

Like Solomon, Heiman stresses his advantageous relationship with independent labels. He cites the coninual innovation which so many of them have provided "We are nierchants: we want every lahel avail-able in our hins," Heiman says, 'And we need a distributor nearby so we can cover all 31 different ship (Continued on page 87)

Guilty Plea Made

By Motown Officer LOS ANGELES-Motown vice chairman Michael Roshkind last week pleaded guilty here before a U.S. District Judge to a single count of tax evasion, admitting he knowingly failed to declare more than \$140,000 in taxable income in

Roshkind had been indicted by a Federal Grand Jury in March or two counts which charged he did not pay taxes on more than \$236,377 He pleaded innocent at the time to

He faces sentencing Sept. 15. Maximum possible sentence is five years and a \$10,000 fine for one

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Executive Turntable

CBS Records International, New York, moving over from technical director of CBS Records Manufacturing, Danbury, Conn. Andrew Wickham hecomes vice president and director of country music for Warner Bros. Records and will hase in Los Angeles. He was director of country music for Warner Bros. Records and will ords previously and also an a&r staff pro-George Brown resigns as vice presi-



dent and general manager of Lifesong Records. New York, to set up his own per Records. New York, to set up his own per-sonal management company there. ... Bob Riflel and Jim Bego appointed to the newly created posts as managers of RCA Records. New York and Los Angeles branch sales offices, respectively. Former was manager, pop Wickham lice, respectively formation of the lice, respectively for



named to new positions as managers, branch sales, in the two cities Feldman was sales manager. New York, and McCassy was a sales representative Kenneth Moore becomes vice president and general manager at the CBS Technology Center, Stamford, Conn. moving over from director of advanced to technology. He succeeds Benjamin Bauer,



unue as a CBS consultant in the audio and scientific fields via his own engineering and consulting firm. Audio-Metrie Laboratories, in Stamford . Bill Craig promoted to the newly created position of vice president of field activity, special markets, for ABC Rec-ords. Los Angeles, and will work out of both Los Angeles and Detroit. He was previously



director of promotion, special markets. John Smith is named vice president of promotion, special markets, and will base in the home office. Previously h as a vice president of marketing for At Home Productions and vice president of marketing for the Blue Note division of United Artists Frank Unruh named controller for Almo-Irving Music Publishing in Los Angeles after hav ing been a controller for Warner Bros. Music



Publishing. Lenny Bronstein named na-tional promotion director for A&M Records in Los Angeles. With the label eight years, he was previously assistant national promotion director... Norman Kunin named vice pres-ident of finance for Butterfly Records, Los Angeles. He joins with a background as a financial consultant advising companies in real estate development, and in securities

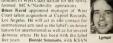


and the stock exchange. Additionally, Barbara Jefferson becomes national sin gles promotion director, moving from United Artists where she was national promotion administrator and trade liaison. Dee Joseph becomes national re-

ill promotion director after having handled national disco promotion. Lyman promoted to director of pop adult promotion at MCA Records. Los Angeles. In addition, he will handle the responsibilities of West Coast liarson for the newly

formed MCA/Nashville operations.

Bruce Ravid appointed manager of West Coast talent acquisition at Capitol Records. Los Angeles. He will act as user contact for international acts and as the label's in-house



in San Francisco nine years in a variety of posts including music director. named national album promotion director for Warner Bros. in Los Angeles Gerry Shamun appuinted Eastern artist development manager for Warner Bros. Records, and will base in New York. Prior to her appointment she was music director for WWRL in New York Fred Weisman appointed Eastern



five years

Ravid music marketing division. Los Angeles He Epand intoves from a similar post with Aduntic Ceasar Hancock takes over as regional

romotion marketing manager. Southeast, for the division, basing in Dallas Stope Records, Freeport, N.Y. Bernard Keil named hoard chairman, from president, with Statt Goeht assuming the presidency as chief operating officer. Sept. 1. He had been Eastern regional sales manager for Capitol Magnetic Vice president Arlene Keil adds the duties of secretary-treasurer. Rob Senn named Southeast regional pop promotion director for Atlantic, based in At named Southeast regional pop promotion director for Auanue, based in Av-lanta He was a local promotion representative for the label in Mai city. Ke Calvert is regional album promotion manager, Midwest, for Columbia Re-ords, hased in Chricago He was a local promotion manager for Portrait in De-troit. Tom Burns becomes director of college promotion and arms develoption. Tem Burns becomes director of college promotion and arms develop-ment al Tomans Geordis, New York, Previously, he handled photographic assignments for 20th Century-Fox Records. George Guess in automat black promotion director at Yonga Records. New York, switching From metegrad-ent promotion duties for Philadelphia International and other tabels. George Managum the come regular lipermotion manage for the West Coast for MA A Records, Los Angels. He primed the labelt's San Francisco Office two years ago as promotion manager and all continues to locate in that city

Radio approves of The Motors.



Not only do they approve, they told us in no uncertain terms what the new Motors single should be. Since we strenuously approved of their selection, we sent them "Forget About You" on a rush-release. And now, it's being played across

the dial with the approval of listeners from all over the country.



"Approved by The Motors."
Featuring the memorable hit "Forget About You."
On Virgin Records and Tapes.

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General News



life of the late Fats Waller, record the cast album in RCA's Studio C in Manhattan. Left to right are Ken Page, Charlaine Woodward, Armelia McQueen, Andre De Shields and Nell Carter.

Judge Restrains A&M & Seawind

NEW YORK-A temporary restraining order is in effect barring ing or advertising any recording of the group, or claiming to have any nghts to record the group The order was issued July 28 by

U.S. District Judge William C. Con in connection with the suit by CTI against A&M for willful inter ference with contractual relations An order for A&M to show cause

why a preliminary injuction should not be issued, originally returnable last Thursday (3) has been post poned until Sept 5, 1978, to give the arties time to negotiate the poss blity of settlement. The temporary restraining order was continued in effect by Judge Lawrence W Pierce

ALSO LABEL EXECUTIVE Bandleader Enoch Light Dies In N.Y.

NEW YORK Enoch Light, or ness. He eventually revived the chestra leader and a pioneer in the Light Brigade and began touring production and marketing of stereo LPs, died July 31 in Mount Sinai Hospital here. He was 71. and cutting records.

A native of Canton, Ohio, Light formed a band while attending Johns Hopkins Univ., rounding out his education at Austria's Mozar-teum and Paris' Opera Comique Unon his return from Europe he formed Enoch Light & His Light Brigade, a popular dance band of

the big band era.

An auto accident in 1940 kept him out of the limelight for several years until he returned to the business as a record salesman, giving him a taste of another side of the music busi-

In the mid-1950s he entered a partnership to form Grand Award

Recording and began producing records other than his own. This led to the formation of Command and Project 3 Records, which gave him one of his biggest selling disks, "Persuasive Percussion," and encouraged his further experiments in stereo production and marketing Although the labels were even

tually acquired by ABC-Paramount Light continued to direct Project 3 Records until his death Surviving are two daughters.

Letters To The Editor

Dear Sir

I own and manage the Sunshine Disco Co. in Bloomington, Ind.

Sunshine books the jocks and pro grams the music for three of five Bloomington discos and we're in the process of negotiating similar contracts in the neighboring cities of Bedford and Martinsville In addion, we average three-four private narties a week. The disco business is reat but naturally. I have a couple of complaints

I know it's a long way from New York to Bloomington but Chicago is only a three-hour drive. And yet, if published reports are accurate, the music played in hig city discos is at least an ocean away from the clubs in mid-America

If Sunshine is playing three of the top 10 disco songs from Chicago, it's a big week. And, if we played more, our customers would go on strike We've tried playing pure disco It doesn't fly By and large, our customers want to hear familiar music And our dance floors aren't filled with store would be Travoltas Our people get fired up, stomp their feet, clap their hands and shout

In Bloomington's higgest and most popular college bar I can fol-low "Disco Inferno" with Disobie Brothers or Foreigner and the kids go nuts. At the Holiday Inn, Waylon nnings may set 'em on fire At the Ramada Inu it's Lou Rawls

Bloomington isn't the only city in the US where the disco played is shaped primarily by radio rather than national disco charts. There are lots of them. But these discos and the or even recognized by the music niedia

And, record companies have copped out as far as disco service is concerned They have conveniently deluded themselves into believing their meager contributions to record pools are sufficient for disco promo-I understand their problem. There

disco jocks. The promo people were having a difficult time discriminating between disco people who gave them legitimate exposure and ose who took the music home for their private parties But, their solution of refusing

disco service altogether except for the pools leaves a strong disco me drum like Sunshine out in the cold

The consequence of these record companies' failure to discriminate shine buys all of its music. But, we buy only sure-fire hits and, unl

> President. Sunshine Disco Co., Bluensington, Ind.

I would like to bring to your atter tion the fact that on the recent Boh I.td. was the general sound contract tor for the entire tour. In the July 29th edition of Billhoard, TEA Elektrasound was credited as the

Blackbushe, England, was one of largest concert events to be held in England and we at Stanal Sound are proud of our part in that We did have help from three other English sound contractors. TFA Elektraound, Britania Row and Tasco.

Stanal Sound shipped from the US a very large system that covered the entire tour on all of the indoor dates and with the help of the other outdoor dates, one in Rotterdam. one in Nuemberg, Germany and one in Blackbushe

Stanley R. Miller. President. Stanal Sound Ltd. Kearney, Neb

In a recent Billboard (July 8 1978) you attributed to me the intennational record promotion and distribution market) next year at will not be organized until 1980 and However, Discom is the entire creation of our company which organ MIDEM, MIPTY, VIDCOM. CISCO and IAM) and not "a joint venture" with Gerard Gely, chief execuave of Sarl Homeric, as you

> Commissaire General MIDEM. Cannes, France

Sound Unlimited/Mile Hi DATE: august 12,1978 TO Lee Hartstone-Wherehouse gerry moss. a & m Records Congratulations to both Lee Hartstone & Gerry Mosa FROM: noel Gimbel for their outspoken views on the ills of our business. It is time that the leaders of our industry feet free to speak out: 1) We need but coding now. 2) We want quality pressings. 3) Piracy must be eliminated. now is the time for CBS, WEA and Polygram to put some of those profits back to work to accomplish the above. We're in the age of platinum, why not get the lead out? Noel Gimbel, President



HIS BASH-Barry Manilow, right, observes the "human sculpture" which greeted goests to a bash Arista threw at the St. Regis Hotel to honor his two SRO nights of concerts at Forest Hills. Label president Clive Davis also enjoys the platinum clad models

Unichappell Music Is Sued By Ohio Players

LOS ANGELES - The Ohio Play ers' publishing firm is suing Un chappell Music, seeking \$400,000 for alleged miscellaneous violations of their contract with the defendant and an additional \$250,000 in exem

plary damages The complaint, filed by Eliot Kal-cheim of Shelton, Kalcheim & Cot-noir, Chicago, in Circoit Court of Cook County there, on behalf of

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Play One Poblishing, asks the coort to terminate the Players' poblishing agreement with Unschappell Joly 1978, because of the alleged viola-tions. The defendant holds the hinder ends Jan. 1, 1979.

The plaintiff contends that with oot their approval. Unichappell hired a third-party. The Harry Fox Agency, to administer what should he an administrative function for which the plaintiff allows Unichappell to retain 15% of gross receipt

The pleading alleges Unichappell wrongfolly charged \$9,111.65 for soch services by the Fox Agency to

In another precedent-setting charge, the suit claims Unichappell charge, the suit claims Unichappeil made improper deductions for ad-ministration. The Players' publish-ing wing alleges that 50% of all me-chanical royalties, the defendant collects is due to songwriters who charges that Unichappell has traditionally dedocted its 15% adminis tration fee from the entire amount it is paid, while the 15% applies only to the publisher's share of royalties received. The complaint asks \$51,277.85 for administration fees wrongfolly dedocted from the



a hamburger illustrates Manilow's "VSM" commercial medley during the Manilow party.

Arista Bosses Present Product

veils its fall release with a foor-city product presentation headed by president Clive Davis and execo tives from the label's sales, promo-

The day-long meetings were launched Wednesday (2) in Atlanta, launched Wednesday (2) in Atlanta, and carry throogh to New York Fri-day (4), Chicago Monday (7) and Los Angeles Wednesday (9). Dis-tributors and Arista staffers are invited to the series of talk sessions and prodoct displays onder the banner SoperSeason

Davis and executive vice presi-dent and general manager Elliot Goldman head the groop Plans call for the Arista staffers to meet with distributors to discuss specifics of

the "SoperSeason" program. Included is product by the Bay City Rollers, Eric Carmen, the Gratefol Dead, the Ootlaws, Loo Reed, Phyllis Hyman, the Brecker Brothers, Gladys Knight, Mandrill, Norman Connors, Rick Danko, Melissa Manchester, Gil Scott-Heron, the Muppets, the Hudson Brothers, Brand X, Jack Tempchin, Anthony Braxton, Nova, Happy The Man, David Sancious and Breakwater.

Participants will see an audio/visoal presentation of the product, receive display materials and a lot containing a baseball shirt, order form, cutalog, ad mats, and Volume One of Arista's "SuperSeason" sampler

Hired By Tomato

NEW YORK Tomato Records. which recently released George Santana's first LP in four years, has hired Tommy Rac's TAR Inc. and Mark Kriner of MK Productions to handle r&h and disco promotion respectively for the record

ment favorite among young swing-

The turnaround is in marked con-

trast to about 18 months ago when the discu concept languished and

club operators were hard-pressed to

At present, however, all indica-

tions are that discos across his city

make ends meet.



COOL TIME-Model prances as an ice cream soda during one of the specialty numbers performed at the Manilow party.

N.Y. NARAS: **Jiggle Officers**

NEW YORK-The NARAS chapter here has elected eight new governors, re-elected eight more and raised the number of trostees to seven in addition to re-electing the present slate of officers

Flected to the hoard for the first time are musicians Pepper Adams, and Lenny Hambro conductors Ben Lanzarone and Elliott Lawrence rodocers John McClore and Larry Morton, singer/songwriter Micki Grant and arranger Stan Apple-baom. Re-elected are Larry Keyes. Helen Merrill, Chico O'Farrill, Richard Roth, Selma Brody, John Hammond, Andrew Kazdin and Jay

Larry Keyes, Bill Levy, Jay Saks and Alfred Vanderbill Jr. were elected to their first terms as national

Ray Moore was re-elected chapter president. Other officers re-elected were Allan Steckler, first vice president, Anne Phillips, vice president; Jay Saks, secretary, and Larry

New Singer For Mercury Parley

CHICAGO-Singer Fonda Fein gold will perform Saturday (12) at the Phonogram/Mercury national promotion meeting here. An albom by the singer is schedoled for release by Mercory later this month

Convening at the Marriott Lin-colnshire resort will be the label's entire sales, publicity and a&r staffs. as well as regional and national promotion managers. Mercory informs The convention runs Friday to Sunday (11-13) at the resort hotel north

....

writers' share

| AKAGU HU | II SPECIA | L2 |
|-----------------------|--------------|----------------------------------|
| | L | P TAPE |
| SGT. PEPPER | | 199 18 |
| GREASE | | 6" 6 |
| SAT. NITE FEVER | RSO 4001 | 5 ⁴⁹ . 6 ⁹ |
| THANK GOD IT'S FRIDAY | .CASA 7099 | 749 7 |
| KISS-PLATINUM | .CASA 7100 € | 3 ⁴⁹ 6 ⁶ |
| ELVIS-'NEW' | RCA 2901 | 299 3 |
| LP - \$399 | TAPE - \$4 | 19 |

STONES-SOME GIRLS COMMODORES-NATURAL HIGH BOB SEGER-STRANGER IN TOWN SPRINGSTEEN-EDGE OF TOWN PENDERGRASS-LIFE IS A SONG QUINCY JONES-SOUNDS & STUFF MEATLOAF-BAT OUT OF HELL WINGS-LONDON TOWN

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Tokyo Discos Making Turnaround

TOKYO With a welcome boost are attracting record nomhers of from the movie, "Saturday Night Fever," local discos are making a reyoung entertainment seekers. markable comehack as an entertain-

The feeling is that "Saturday Night Fever" is playing an impor tant role in attracting young people to the clubs who may not have otherwise been torned on by disco. It is also felt that significant changes in the mosic format of clubs is helping to draw is broader cross-section of

Initially, discos here played soul (Continued on page 62) BOSTON TOUR:



Superscope Suffers 3rd Straight Quarterly Loss

Inc. manufacturers of hi fi and home entertainment products indicates it expects to have a sec ond quarter net loss of \$3.1 milon to \$3.4 million, or \$1.35 to \$1.45 per share, on sales of ap proximately \$40 million

This would be the third con secutive quarterly loss for the firm. Superscope reported a deficit of 55 cents a share in the first share for the last quarter of 1977 Joseph Tushinsky, chairman

soaning value of the Japanese yen as well as the firm's boundation of its CB radio inventory, increased interest expenses result ing from higher inventory levels and rising interest rates, and lower than expected sales volume in the U.S. market.

Superscope had sales of \$178.65 million in 1977, including \$40.19 million sales in the second quarter, and had a pre-tax loss of \$15 million for the year A tax credit brought the net

carnings to \$383,000 for 1977

Gulton Acquires TAPCO Of Seattle NEW YORK-Gulton industries parent company of Buchanan Mich. based Electro-Voice, has ac guired TAPCO of Seattle, which will ecome an operating unit of E-V. according to a spokesman for that

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JACKĒTS

Dick Bothell, president of the four-year-old TAPCO, a manufacturer of commercial sound equip ment, will report to Bob Pahst, E. president, under the new setup. ther changes are anticipated at this time in management, distribution or cales activities

The sale makes the combined company an even stronger force in the growing professional and semi-pro markets, with E-V basically a speaker and microphone manufac-turer, and TAPCO a major supplier of mixers, amplifiers and preamps, with manufacturing facilities in

First major appearance of the newly merged firms will be the 61th Audio Engineering Society conven-tion this November in New York

Blue Note Pushed

LOS ANGELES-United Artists LOS ANGELES—United Artists
s designating September as "Blue
Note Month" and will release five titles from the catalog by artists Art
Blakey, Lee Morgan, Jackie McLean.

Stanley Turrentine and Chick Corea

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20th Century's Profits Up 163% In 2nd Quarter

LOS ANGELES-20th Cents Fox Film Corp. reports net earnings in the second quarter up 163% to \$15.5 million over last year's \$5.9 million for the same period. The firm's 1978 quarter ended July I with last year's quarter ending June

Sales are up 46% to \$145.9 million from \$100 million in last year's sec-

ond quarter. On the other hand, for the record and music publishing divisions, sales slipped 26% to \$2.5 million with a \$2.1 million operating loss Last year's second quarter loss way

The divisions are still ahead by 397 to \$7.6 million in the first half of 1978 Losses for the first six months this year are just over \$2.1 million as opposed to last year's \$820,00.

\$252,000

The company attributes this year's losses to reduced income from fewer than expected LPs released, along with increased recording cost

RIAA Certified Records

Gold LPs

Capitol. Disk is her fifth gold LP Johnny Mathis & Deniece Wil-llams; "That's What Friends Are For" on Columbia. Disk is their first gold LP as a duo.

Willie Nelson's "Stordust" on Columbia. Disk is his third rold I.P. Alen Persons Project's "Pyran on Arista. Disk is its second gold LP

Emmylou Herris' "Elite Hotel" on Werner Bros. Disk is her first gold

Gold Singles

Gerry Rafferty's "Baker Street" on United Artists. Disk is his first gold single.

Donna Summer's "Last Dance" on Casablanca, Disk is her third gold

Meat Loaf's "Two Out Of Three Ain't Bed" on Cleveland Inter-national. Disk is his first gold single. The Rolling Stones' "Miss You" on Rolling Stones Records. Disk Is its fifth gold single.

Frankie Valli's "Grease" on RSO Disk is his third gold single

Platinum LPs

"Sgt. Pepper's Lonely Hearts Club and" soundtrack on RSO.

Kenny Rugers' "Ten Years Of Gold" on United Artists, Disk is his first platinum LP.

Abba's "Greatest Hits" on Atlan tic. Disk is its first platinum LP.
Ted Nugent's "Double Live Gonzo" on Epic. Disk is his third platinum LP.

Platinum Singles John Travolta and Olivia Newto

John's "You're The One That I Want" on RSO. Disk is their first etinum single as a duo. Andy Gibb's "Shadnw Dancing" on RSO. Disk is his first platinum

Market Quotations

| High Low | | HAME | P-E | (Sales 100a) | High | Low | Close | Change |
|----------|-----|------------------------|-----|-----------------|------|--------|--------|--------|
| _ | | | | | | _ | _ | |
| 59 | 34% | ABC | | 751 | 59 | 58% | 56% | + 1% |
| 43 | 34% | American Can | 7 | 160 | 42% | 42% | 42% | + % |
| 17% | 9% | Ampair | 14 | 1006 | 16% | 15 | 16% | - % |
| 416 | 214 | Automatic Radio | - | 21 | 27% | 2% | 2% | Unch |
| 2014 | 22 | Beatrice Foods | 10 | 1424 | 29% | 25% | 20% | + % |
| 92 | 43% | CBS | 9 | 719 | 62 | 91% | 9115 | + 1% |
| 23% | 13% | Columbia Pictures | 5 | 1116 | 22% | 21% | 22% | + 5 |
| 14% | 65 | Craig Corp | 4 | 102 | 12% | 11% | 11% | - 15 |
| 45% | 31% | Disney Walt | 15 | 2223 | 45 | 43% | 44 | + % |
| 3% | 255 | EMI | 6 | 50 | 3 | 21/4 | 3 | + 16 |
| 2314 | 8% | Gates Learnet | 10 | 117 | 22% | 20% | 20% | - 1% |
| 15% | 11 | Gull + Western | 5 | 2395 | 14% | 14 | 14% | . 4 |
| 15% | 15% | Handleman | 6 | 164 | 15% | 15% | 15% | - % |
| 64 | 3 | K-tel | 13 | 21 | 5% | 5% | 516 | + % |
| 6% | 3% | Lafeyette Radio | *** | 154 | 5% | 5% | 5% | - 15 |
| 39% | 22% | Matsustyta Electronics | 11 | 13 | 36% | 39% | 38% | - % |
| 56% | 32% | MCA | 19 | 413 | 54% | 53% | 53% | Unch. |
| 52 | 26% | Memoritz | 9 | 736 | 52 | \$0% | 50% | + 15 |
| 92% | 43 | Motorola | 13 | 711 | 52% | 51% | 51% | + 115 |
| 3116 | 24% | North American Philips | | 126 | 31 | 29% | 28% | - 116 |
| 19 | 10 | Pronter Electronics | 13 | - | - | - | 17 | Unch |
| 30% | 6% | Playboy | 46 | 1089 | 23% | 22% | 22% | - 1% |
| 30% | 22% | RCA | 9 | 4538 | 30% | 29% | 29% | * % |
| 6% | 6% | Sony | 19 | 282 | 9% | 9 | 9% | + 19 |
| 13% | 9% | Superscope | - | 132 | 11% | 11 | 11 | - % |
| 29'5 | 14% | Tandy | 11 | 1507 | 26% | 28% | 27% | - 15 |
| 9% | 5% | Telecor | 7 | 91 | 616 | 9% | 6% | - 15 |
| 9% | 2% | Teirs | 12 | 924 | 516 | 516 | 5% | + 16 |
| 3 | 116 | Tenna | - | 14 | 214 | 2% | 2% | Unch |
| 16% | 12% | Transamence | 9 | 1552 | 18% | 16 | 19 | Unch |
| 40% | 20% | 20th Century | 4 | 369 | 38% | 39% | 39 | - 15 |
| 50% | 29% | Warner Communications | 9 | 1107 | 50% | 49% | 46% | + 1% |
| 173v | 11% | Zenth | 39 | 1164 | 17% | 16% | 19% | - % |
| VERT | æ | P-E Sales Bid Ask | ove | RTHE | P-6 | E 9 al | 01 Bid | Ank |

Over-the-Counter prices shown may or may not represent actual transactions they are a quide to the renga within which these securities could have been bought at the time of complation. The above informetion contributed to Bilble Couglas Voltime, Assoc V.P. Los Angeles Region, Dean Witter Ryaynolas, find Weet Alameda, Ste. 100, Toluca Laka, Cell. 91505 (213) 841-3761, member of 170x Stock Exchange, line:

CENTRAL CORE CONCEPT

with closing remarks by Paul Smith

CBS Records and chairman of the

delegates to the central core market-

ing concept and to the men who run

Hall, included a presentation by Co-

lumbia's promotion department

hosted by a formally attired Bob

Sherwood, vice president, national promotion, CBS Records, There

were also speeches by Jack Craigo

senior vice president and general manager of the Columbia label; Don Ellis, vice president, a&r Co-

lumbia Records, and Frank Moo-

branch distribution, CBS Records

celebrates outside the CBS circle in-

cluding Sylvester Stallone, James Coburn, Helen Reddy, Ron Wood,

Keith Richard, Ryan O'Neal and

others as well as a host of CBS' own

artists, including Barhra Stressand,

Heart, the Jocksons, Maurice and Verdine White (Earth, Wind &

Firel, Boz Scaggs, the Isleys, Meat Loaf, Barry White, Gladys Knight

With his speech Smith gave a slide

presentation which showed the

structure of CBS Records under the

structure of CBS Records under the overall direction of Bruce Lundvall, president, CBS Records Division, with Jack Craigo running the Columbia label, Don Dempsey, the Epic, Portrait and Associated Labets and Smith, humself, in charge of the

The day ended with a banquet that saw in attendance a number of

marketing

ney, vice president,

and others

The session, at UCLA's Royce

4%

CBS Confab Ends In Label Presentations

LOS ANGELES-CBS Records ended its 1978 convention July 28

marketing. He then went on to list which executives report to whom under this system. or vice president, marketing, convention He recapped the week's events and introduced the 1,400

Craigo, in his speech, spoke of the search for the ultimate "one world hit musie" where a song will be accepted as it is and not put under any labels. "Let's work towards some changing times in country and black music and in progressive jazz and in ternational music to allow records to be presented to radio programmers

CBS convention photos appear on page 14.

and accepted by radio as total music rather than market segmentation as a sbort term means of targeted de-mographics," he said. "Radio and the creativity of all our artists must one day blend to form this one world music realization

"As this music force develops, it will be the role of the Columbia Isbel to aggressively, assertively and praematically market the talents of all the musicians who ultimately contribute to the one world music These musicians will record to gether, they'll tour together and they'll respect each other's unique talents, and these artists will com prise a total family of music on Co

Don Ellis, in his speech, explained what the recent restructuring of CBS Records means to Columbia a&r. He said that since Columbia is in volved in the entire gamut of music, this puts a special burden on the act staff since it is called upon to listen and evaluate all forms of music. But he said, this also adds to the label's (Continued on page 94)





Savafogavat

A SAILOR

First Jurial by Norbert (1) on the

* * * * * * *

vention Highlights























LAST DANCE NO 920

DONNA SUMMER

The soon-to-be platinum single from the platinum LP

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Watch for the comedy smash soon to be re-released by popular demand this fall in:

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Original motion picture soundtrack available through Casablanca Record and FilmWorks

A Motown/Casablanca Production released through Columbia Pictures.



Re-opening with a huge new marketing and advertising campaign.

Presley Still Attracting Hordes To Memphis

where he is hursed

Although swarms of fans have heen in long lines to sisit the gravesite vince the heginning of summer in Memphy next week for various Presley events and to see the grave

For the month of August alone ufficials predict 250,000 fans from all over the US and many parts of he world will make the trek to Vernon Presies, Elvis' Lather, says

1.500,000 fans have visited the grave since the site was opened for viewing

The tremendous influx of tourists has solidly booked all motely and hotels in Memphis

Robert Wilson, manager ul Raada Inns South, 3265 Elvis Presley Blvd, less than a mile from Grace-land, says: "Elvis fains are the hest thing that ever happened to Memphis The next best thing will be the opening of the Elvis museum across

You'd have to see it to helieve it all these people coming. It's like living next door to Disneyland We're booked solid. 90% Elvis fans Businewmen are getting mad hecause they can't find rooms."

Across the street from Graceland, several souvenir shops have sprung up, selling memorial drink stirrers,

grave Before or after visiting, most

The Beef and Liberty Restaurant icross the street from Graceland oined in the itend. It closed one of its dining rooms last year and con verted it into a gill shop. A month upo the owner closed the restaurant one of the finest in the city, and is converting it into a Presles was mu

Delbert "Sonny" West, a long-time friend and hodyguard for Flyis who split with him in 1976 is resenting an Elvis memorial fan club concert at 8 p.m. Wednesday (16) at the Mid-South Coliscum with all proceeds going to a pro-posed authorized Elvis museum which Vernon Presley, Col Tom Parker, Elvis' long-time manager

and Mayor Wyeth Chandler have in the planning stage ass West "Talent and produc tion costs for the show will be do-nated by friends of Elvis Every cent of the \$7.50 ticket price and all the donations will go strictly into the museum fund the City of Memphis

is holding. already have donations from Ann-Margret, Dick Clark and

denote a tropp ground the world round the world to visit the mu-





FOND REMEMBRANCE-A Presley fan lays a single rose at the base of Presley's marker while visiting Graceland in Memphis.

'I'd be afraid to put a figure of how much can be raised, but the City of Memphis wouldn't have to float bonds to pay for it. It can be sponsored by Memphis and built by Flyis' fans

West says Memphis performers

of the show with some nationally

Charlie Hodge and Dick Grob, vo of Elvis' pals, are hosting a three-day Presley convention Friday through Sunday (11-13) at Cool a fund raising company, and Wal-lace E. Johnson of Memphis, retired vice chairman of Holiday Inns Inc. have hired a man to run the festival at the Orpheum Theatre. Eighteen Tickets for each film will cost \$3.75 The two plan to make the festival an annual event to take advantage of the many thousands who will he coming each year during the anni senary week of Elvis' death. In a recent editorial, The Commercial Appeal, the city's morning daily newspaper, took note of the

Joe L. Mayes of Dallas, who heads

huge throngs arriving in Memphis for Presley events and called on the city to do more than it is doing. The editorial pointed out that une shortcoming of the city, among others, was that there are no signs to direct thousands of fans to Graceland. As a result, the City Council last

week voted to crect signs all over the Another commercial enterprise which is underway is the leaving of

the huilding which formerly housed the Sun Record Co. Studio where Presley and other artists began their recording careers The building at 706 Unio

under a group named Music City Services Inc., which says the studio is being restored to the way it was when Presley recorded there, including the installation of recording

Presley Evokes National Airplay Flood On Death Date backing away from the musical

marathons broadcast immediately following Presley's death and again on his hirthday anniversary Jan. 8 Instead, leading programmers fear a listener turnoff factor has de-

veloped. Most cite saturation within ist year not only by radio and print hut, most importantly, by teleasion. Yet a consensus sees the enduring phenomenon of Presley's apas dictating a need for some kind of observance Consequently, stations are devel-

oping their own lower key tributes in ost instances and avoiding blocks of programming, whether in-hou onginated or provided by syndica-tury Small and medium market outlets, though, still are relying on prepackaged shows Elvis A Three-Hour Special" hy

Drake-Chenault originally was put together over 48 hours immediately following the singer's death and aired on 150 stations nationwide We've since taken out the tributes included at that time," says Jim Kefmore of a timeless show, a lot tighter It doesn't run on and on But it cov ers his entire cureer

Kelford says Drake-Chenault rposely avoided promoting Elvis special this year, primarily be-cause it wanted to avoid any conflict markets airing the firm's "History Of Rock 'N' Roll "

Consequently, Kefford adds the small and medium markets

These include WOVV. Ft. Pierce Fla., KUIIB. Martposa. Calit WIAI. Danville. III. KARB. Pirce WWSF Jamestown, N.Y. KCJJ lowa City Jowa KAGU Bry in Lev. WKU Cullman, Alic KPGA, Print, Beach, 2014. rado Springs, Colo., and WUFM.

By contrast, Watermark syndic tors conducted a direct mail cam-paign with the 250 ur so outlets which originally aired its 13-hour monument, "The Elvis Presley Story: A Final I ribute

The program is an audio hiogra-phy which examines Presley's life and includes 160 full-length versions of his hits, according to Tom Rounds of Watermark. The show originally aired in 1971, was up-dated in '75 and again at Presley's death in '77 No additional changes have been made. Rounds adds

At pressume, about 100 stations had been confirmed to re-air the program "But we're expecting a last-minute flurry," Rounds adds With Elvis, you never know Not too many major markets are running long Livis tributes, primarily hese of the saturation he received in all media last year. We're surprised the response has been as good as it

Confirmed outlets include WM0 Memphis. WB1 Charlotte, WTRY, Albany, N.Y., and KCRA Sacramento, Calif. Others are primarrly medium and small markets Additionally, KMPt in Los Angeles is considering Watermark's show according to program director Mark Blinol? "We ran it last year explains "But now we're conducting research. It's like a burnout record

time We'll probably concentrate on Livis oldies plus cover it through

of two hours of Presley music, trivia. hosted by DJ Bill Moran

"We've fined up live hook-ups with Sam Phillips, who discovered Elvis," says Moran, taking a break from talk show duties at all-talk KABC only for this special "We'll also interview Sam's son, Kinox Phila lips, a modern record producer who'll give it all a different perspec-

Moran will feature Presley's early Sun and RCA releases, intermixed with other hits from the '50s and early '60s A major competitive factor for

Elsis listeners in Los Angeles as well as most major markets will be the



Elvis Presiev: his rockabilly style re

three-hour show, due Sunday (13), entitled "Flvis Memories," featuring interviews with Presley's former wife, Priscilla Station KHS in L.A. will carry the show

In San Francisco, KIOI-AM and FM (K-101) will air the ABC pro-gram, as will WLS in Chicago RKO utlets KFRC in San Francisco and WI YR-I'M in Chicago will compete with original specials produced inhouse, according to sources at both

Convention Center with 65 booths

of memorabilia exhibitors. Some Elvis films and old tv specials will be

shown A part of the convention is

And two entrepreneurs have

joined forces to sponsor an Elvis film festival Enday through Eriday (11-

an "Elvis tribute" at 8 p.m. Sunday.

Huwever, neither station had finalized plans at presstime. Both are noted for original generation of specials, particularly KTRC Under guidance of Dave Shohn, now RKO national music director, the outlet concerved, wrote and produced the original Beatles special eventually aired throughout RKO and now available on the market

In New York WABC will carry the Network's show. Competing will he WNEW which, according to program director Dean Tyler, probably he airing a 'million dollar weekend' of Elvis' hits "

Weekends at WABC usually focus on a given year of oldies. Tyler adds We'll probably call it 'The Flyis Years' and play his cuts heavily at night, with more attention than usual during daytime. We also may run a syndicated series of interview

Additionally, WCBS-FM in New York, an oldies station, will re-broadcast its eight-hour tribute show containing 152 Presley hitscommencing at 5.28 p.m. Aug. 16, the time "to the moment" when WCBS announced the singer's death one year ago, a release states

However, such large segments of blocked out time are rare this time has aired Watermark's program sevthere have broadcast Drake-

Chenault's program "I don't think we'll run it this time though," he says "I don't think any but Presley fanatics can handle much more We'll probably run some musical 'reminders' more than

turning over the entire station" Most common programming block is three hours. At WROR-FM in Boston, p.d. Paul Ward and music director Jim Grant have put together a three-hour show entitled. "Long Live The King," set for 8 p.m. Aug

It will feature previously un-aired interviews with Presley and friends music and passages "borrowed" from Watermark's marathon senes, which WROR aired last year.

Southern stations predictably are particularly in Memphis where WHBQ plans "something large." But still the trend away from long blocks of airtime continues. In A lanta, WQXI-FM "will have some musical salutes to Flvis, but no lung, drawn out memorials," says pd Don Benson

We had adverse response last car when we did long specials the day he died and afterwards There was such a huge amount of publicity," says Benson, "that it eventually offended people.

'I wouldn't be surprised if a lot of stations, while doing some kind of remembrance, will at the same time this year back away from anything in the way of block programming Lyen WSB in Atlanta, which carries a morning drise personality who

form of Jim Howell, is airing a com-Entitled "A Tribute To Flyis Presley," the hour-long show will focus on a new LP, "To Elvis Love Still

(Continued on page 35)

Rufus/Chaka Khan "BLUE LOVE"



The new hit single from the Album

"Street Player"



Producted to Holes of Florida



ing program in New York with Jon Peisinger, vice president of marketing de velopment, presenting the "World Of Music" theme.



fers the keynote speech during the mer management meeting

singles director and Bob Cappiello, fiannce vice president, present greater de

Detail Time: Jack Kiernan, sales vice president, left, Rick Bleiweiss, natio

NEW YORK-Energized by its riod, and in order to qualify for the dramatic revenue gains so far this year. Polygram Distribution is striding into the fall and Christmas sales

on with a two-pronged market attack First features a catalog campaign keyed to all product released by Polygram-distributed labels prior to

Aug. 1, 1978, and embracing invoice discounts and special dating terms.

Second is a bumper crop of new repertoire due in the coming months om RSO. Casablanca. Polydor. Capricorn and Phonogram/Mercury, including potential gold and platinum titles from Donna Summer, Player, Parliament, 10cc, Village People, the Bee Gees and the in idual members of Kiss

Details were disclosed at Poly ig, held here July 27-28 at the S Montz Hotel with more than 100

company and distributed label personnel to attendance Polygram president John Frisoli ojects its 1978 gross domestic sales

at 235% over last year, and more than 400% over 1976 Though he is reluctant to discuss

specifics, it is possible to extrapolate previously reported figures and gain an insight into the volume Polygram anticipates by the year's end

When the company changed its name from Phonodise in March, gross sales for 1977 were put at \$150 million (Billboard, March 28, 1978) Frisoli's new 1978 prediction of 235% above that figure translates to approximately \$500 million-itself

re than double the firm's project tion of only six months ago To help meet that target, in addition to the fall marketing campaign and new product contenders. Polygram is working on the introduc tion "in the near future," according

to vice president of operations, Bert Franzhlau of a new distribution facility at Edison, N.J. Franzblan also unveiled plans for the installation of a new computer to aid materials management in track-

ing the day-to-day status of produc-

tagged "World Of Music," is divided into two ordering periods. Aug. 1-31 and Sept 1-29 All accounts will be permitted one

program order during the first pe-

Distributor Sues

LOS ANGILES Pacific Record Tape Distributors, Emeryville Calif., is suing Robot Records, VIF Records and Cletus Anderson in Superior Court here. The pleading al leges that the defendants owe the Bay Area distributor \$6,201 overdue unce December 1977

2-Pronged Attack By Polygram Kicks Off

full program, an account must place an order during that period which at least equals 15% of its net billing for each Polygram-distributed label for the first six months of 1978.

All qualifying accounts may place a second program order during the second period.

Special feature of the "World Of Music" is the inclusion of classical product on Philips. Deutsche Grammophon. Archiv, Mercury Golden Imports and the two recently introduced mid-price lines Festivo and Privilege.

This marks the first sales program on Polygram's classical labels in more than five years, Frisoli says it signals not only the strength of current and upcoming product in this sphere, but also the company's wish to broaden and deepen its market

An updated Polygram alphabetsal-by-artist catalog displaying the "World Of Music" theme has been created as the program order form A variety of display materials will be available to accounts for merchan dising use and these will be supple

mented by each distributed label. Tying in with the program theme an in-store play program using the "mystery shopper" concept has been devised for the Aug. 15-Dec 31 pe-

Retailers who are playing Polygram-handled product in-store upon the arrival of a company representative will be entitled to entry blanks for a three-prize competition. including a one-week trip for two to

Details were revealed at the St Moritz meetings, at which executive from Polygram labels also previewed their new product. Among them were RSO's Al Cours, Pols dor's Harry Anger, Capricorn's Frank Fenter, Casablanca's Neil Bogart and Phonogram's Charlie Fach

ELVIS ALBUM FOR CANADA By DAVID FARRELL

TORONTO RCA Canada has compiled a selection of songs written by Canadians and sune by Elvis Presley, and they have released the collection as a single album, "Elvis

A Canadian Tribute. A \$7.98 package, the album in-udes "Songbird," "That's What You Get For Loving Me" and "My Way." The commemorative LP has been pressed in gold vinyl and is expected to go platinum, says the al-

(Continued on page 73)

NO BIG ELVIS HOOPLA

Restraint the Byword In U.K.

death in August last year, RCA carned industry respect with a conmendably restrained approach to the marketing of the singer's large catalog, demand for which rocketed overnight This year the company maintains the same attitude

No special promotions, releases or tributes are planned to mark the an-niversary of Presley's death. Instead. RCA continues to get on with the job of meeting the still enormous demand for his music

In the last year, 11 Presley singles have charted in the U.K. They include "All Shook Up," "Jailhouse Rock," "My Way," "Return To Rock," "My Way," "Return To Sender," "Wooden Heart" and currently "Don't Be Cruel." 23 years after it was recorded.

No album re-issues have been necessary since virtually no Presley recordings have ever been deleted Fourteen LPs charted between Au gust 1977 and the end of the year. among them "Blue Hawan," th and "Welcome To My World

In 1978, the list has lengthened to include "He Walks Beside Me, 'Hello Hawan" and the first volume

This is a performance matched by very few living artists. In total, Elvis has sold more than one million sin gles and two million albums in the last year in the U.K. alone

Notes an RCA spokesman "We are aware the Presley catalog still has an enormous appeal. He is still one of our most important artists

Assistance in preparing this story provided by Nick Robertshaw in th U.K., Henry Kahn in France and Wolfgang Spahr in West Germany.

"We do have the NBC-TV show album due out in mid-August. which is a re-issue, and we have a poster display campaign running in 250 shops through August, but those are normal activities. We have no are normal activities. We have no immediate plans to release the "Presley Sings To Children" album here, and what special coverage there may be of the anniversary will come from outside the company The BBC, for instance, is show

one its 'Elvis On Tour' film again on Aug 16, and probably all the national papers are planning spreads in Elvis mementos continues to

In France, RCA France is preparing to release 15 Presley singles to memorate the first anniversary of the singer's death. In addition, in September RCA is also releasing the Canadian tribute album for the first time in France

French television will screen a special commemorative program, which will include the NBC Presley necial Tuesday (15)-the first time the show will have been screened in France The following day the third television channel will also do a Presley tribute, including a showing of "Jailhouse Rock"

In Germany, radio and ty stations will be featuring special programs Wednesday [16] to mark the first anniversity of the death of Presley Some radio stations like the Deutsche Welle in Cologne-will be presenting four-hour programs of Presles records German is will screen "Aloha From Hawan" and other ty stations will produce special programs on the music of Presley.

RCA Germany reports that sale (Continued on page 67)

Robert Summer, president of RCA Records, also will attend the

event to present Vernon Presley with

three platinum and 15 gold albumy

representative of Elvis' mark on the

Some 3 500 tickets will be sold on

a first-come first-serve basis for

each day and are good only for one

24-hour period, say hotel officials

About three-quarters of the 45,000

square foot convention space is ex-pected to be set aside for 2,300

The remaining area will include

rented exhibit and souvenir booths

purchased by convention delegates

fans and firms coordinated by 1 d Say of Columbus Obio A swan

meet, carmyal type atmosphere will

theatre years

Vegas Elvis Festival To Draw 40,000

By HANFORD SEARL Hilton entertainment director Dick

In connection with the summer festival, the Hilton Showroom where Elvis appeared on a regular have for eight years, will be formally dedicated to the memory of the late star," reports Barron Hillon, hotel

A life-sized bronze statue of Pres ley, created by Carl Romanelli, will be unveiled at ceremonies Sept. 8, Hilton added

Elvis In Vegas: his macili mo re-

The special multi-dimensional show is expected to be shown twice nightly at the new payalion, which Flyrs was scheduled to open last fall Part of the proceeds of the event

spokesmen lepoit in what is baped At the event their will be three

LAS VEGAS-More than 40,000 Elvis fans are expected for the first worldwide, summer festival "Always Elvis" at the Las Vegas Hilton next month According to hotel officials, room

reservations were 70% filled as of Tuesday [1] with ticket sales setting a brisk pace for the major project headed by Presley's father Vernon and Colonel Parker scheduled for The entire event is to commemo-

rate Elvis for his loyal fans and friends, for whom we'll be providing a little entertainment," says Parke There will be no exploitation. Fixed sones or imitators at the conven-A \$15 ticket will admit fans to a special, multi-dimension show

reated by Jerry Weintraub and Concerts West in the 5,000-capacity and booths in the hall Jackie Kahane, comic who sened almost every Presley show. will act as official master of ceren nies with bluegrass band Bodie Mountain providing daily entertain-

BILLBOARD'S INTERNATIONAL RADIO PROGRAMMING FORUM

AUGUST 9-12, 1978/AMERICANA HOTEL/NEW YORK CITY

AUGUST 9, WEDNESDAY

10 am-6 pm

REGISTRATION

6 pm-7:30 pm WELCOMING COCKTAIL RECEPTION

AUGUST 10, THURSDAY

9:30 am-10:30 am

WELCOMING REMARKS

"HOW TO RADIO GOOD"

Keynote Speaker: STAN CORNYN, Exacutive Vice-President, Warner
Bros. Records

10:30 am-10:45 am 10:45 am-12 noon

"THE IMPACT OF RADIO TODAY AND HOW IT GOT THERE" Moderator PAUL OREW, Programming Consultant, L.A., Panellsts, KENT BURKHART, President, Burkhart, Abramaë Assoc, N.Y.: BILL GAVIN, The Gavin Report, San Francisco; GEORGE WILSON, Con-

12 noon-2:30 pm

"THE BEST OF BROADWAY" LUNCHEON All-star casts from "ANNIE," "AIN'T MISBEHAVIN'," "I LOVE MY WIFE," "THE MAGIC SHOW," special guest EARTHA KITT and more

2:30 pm-3:30 pm

3:30 pm-3:45 pm

CONCURRENT SESSIONS
(1) "THE ON-GOING RECORD-RADIO CONNECTION: Cooperation

"THE ONL GOING RECORD ARDO CONNECTION Cooperation Molecular Pill, AVALDIN, Presente, Capriccom Records, Marchael Pill, AVALDIN, Presente, Capriccom Records, Marchael Pill, AVALDIN, AVADO, AVADO, AVADO AVADO, AVADO AVADO, AVADO Racords, JIM MADDOX, Gen'l Mgr Prog Director, KMJQ, Hous-ton, JOE TAMBURRO, Prog Director, WDAS-FM, Philadelphia

Coffee Break

3:45 pm-5:15 pm

CONCURRENT SESSIONS

(1) MUSIC RESEARCH—DO IT WITHOUT SPENDING MEGA
10) MUSIC RESEARCH—DO IT WITHOUT SPENDING MEGA
MODERATE DE DAMARON, MET PORC DY, SIGNEY WHN, NEW
YOR, Panellais BOB HENABERRY, Consultant, New York, KEVIN METHEN, Pong Dr. WZZD, Philadelphia, BOB PITTMAN,
PICTOR DE WINDC New YOR.

(2) PRODUCTION TOYS

PRODUCTION TOYS
A demonstration moderated by MARK DRISCOLL. Air Personality WINEC Revenor moderated by MARK DRISCOLL. Air Personality WINEC Revenor Committee of the Committee o

AUGUST 11, FRIDAY

9 am-10:30 am

"CLIVE DAVIS MEETS THE BROADCASTERS"
The President of Arista Records answers your guestions

REGISTRATION IS WEDNESDAY!

(212) 581-1000!

10:30-10:45 am Coffee Break

10:45 am-11:45 am

CONCURRENT SESSIONS
(1) "AM STERGO. "WHAT CAN WE EXPECT?"
Moderater: JIM GABBERT, Vica Chim, Nat1 AM Starso Committee. Panelists: HAROLO KASESNS. Chalimen. Nat1 AM
Concommittee: CHRIS PANEL, Project Mgr., Nat1 AM Starso

6 pm

1 pm-2 pm

11:30-11:45 am

11:45-1 pm

(2) "RECORD PROMOTION-HOW TO MAKE IT WORK FOR RA-DOT Moderator PLUSS THYRET VF Premiotion, Warrest Brox. RecModerator PLUSS THYRET VF Premiotion, Warrest Brox. RecPLUS THYRET VF Premiotion, Warrest Brox. RecAMM Recodes, Los Angeles PETE GUECON, VF Premiotion, AuAmburg Recodes, New York, Charles Million, VF Premiotion,
United Angeles, New York, Charles Million, VF Premiotion,
United Each Subsequent Commission, VF Ederor Recommission, VI Premiorion,
VF THE LEGAL SUBSEQUENT RESIDENCY Editor Recommission
John Marchael Soc. Marchaelon, LURNY SECREST,
Former Deputy, Gan I Courses, FCC, Washington, JAMES
WETZEAMA, Allonny, Stambler S Arvinary, Washington
MITZAMA, Allonny, Stambler S Arvinary, Washington

"THE GREAT ROYALTY DEBATE"
Participants: JOHN BAYLISS, Haid, Radio Vision, Combined Communications: JIM GABBERT, President, National Radio Broadcasters
Association, San Francisco: STARLEY GORTIKOV, Praeident, RIAA Los Angeles LUNCHEON
"COMMUNICATIONS ACT REWRITE—ITS IMPACT ON PROGRAM-

MING"
Speaker: HARRY "CHIP" SHOOSHAN, Gen'I Counsel, House Com-

CONCURRENT SESSIONS "ON AIR/OFF AIR PROMOTION-MAKE YOUR STATION A HOUSEHOLD WORD"

Moderator: CHARLEY LAKE. Nal't Prog Dir. Charter Brdcstng. San Diego: Panellats: BETSY BUCKEN, Promotion Dir. 99X (WXLO), Naw York, ANDY ERISH, Promotion, Consultant, New York, BILL O'SHAUNNESSEY, President, WYOX 'WRTN, New

YON, BILL US ARKUNRESSEY, PIBBIDARI, WUYNYIN, Rew YON, BILL US ARKUNRESSEY, PIBBIDARI, WUYNYIN, Rew Casting, New York. PON, Nat'l Priomblon Dir, Storer Broad-casting, New York. PON, Nat'l Priomblon, William STERIO, STERIOS ATELLITE TRANSMISSIONS: Moderator: JIM GABBERT, President, Nat'l Radio Broadcaster's Asso-ciation, San Francisco, Penalistis, GARY WORTH, Vice President.

Mutual Broadcasting NEW YORK STATION TOURS

A chance to see "Big Apple" radio behind the scenes—tours of WNEW, WNCN, WYNY, 99X (WXLO), WNBC, WHN and WBLS. Sign-up at the Registration Desk for your allation choice(s) at 4 pm, 4:30, 5 pm or 5 30 Apollo Theatre-Bohannon, BT Express, Bweet Cream

AUGUST 12, SATURDAY

10 am-11:30 am

11:45 em-1 em

1 pm-2:15 pm

2:15 pm-3:30 pm

4 pm-5:30 pm

CONCURRENT SESSIONS
(1) "AM SURVIVAL IN THE ACE OF PAI"
(1) "AM SURVIVAL IN THE ACE OF PAI"
(2) "AND PAID THE ACE OF PAI"
(3) "AND PAID THE ACE OF PAID THE ACE OF SINGLE PROMOTION AND ADDRESSES BILLY SERVICE SINGLE PAID THE ACE OF THE ACE OF

Moderator: DOUG HALL. Radio-TV Editor Radio Forum Direc-tor, Billboard, New York Panelias: RICH BARNA, President, Pro-grassive Radio Network, NY BOB MEYROWITZ, President, D IR New York NORM PATTIZ, President, Westwood One Los

CONCURRENT SESSIONS
(1) "THE BIG STATION WINNERS—STATIONS THAT ARE INSTITU-TIONS" AND HOW THEY SURVIVE IN THE AGE OF FRAGMEN-TATION".

"CAREER CROSSOVERS—BROADCASTING AND RECORDS WHERE IS YOUR FUTURE?" Speaker: DON DEMPSEY, Vice-President/General Manager, Epic Records, New York

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Billboard.

Radio-TV Programming



Broadway Best: Attendees at Billboard's 11th annual International Radio Programming Forum will be treated to a "Best Ol Broadway" special presentation. Eartha Kitt, star of "Timbuktu", 'ielk, headlines the show. Also appearing et-obin Cullium and Julyd Kaye, right, doing a secent from their hiss "On The Twentier Microtury." Stars of other shows will perform 'incided ceast members from "Greate," All Mischabard, ""I Love My Web, "The Magic Show," and "Anne."



WB's Cornyn Is Keynote Speaker At Billboard's 11th Radio Forum

Continued from page 1

Wilson, consultant and Billboard columnist Paul Drew, Burkhart/ Abrams president and Billboard columnist Kent Burkhart and Gavin

Report publisher Bill Gavin.
The first lunch of the Forum will be highlighted by "The Best Of Broadway." a musical presentation of the best of seven Broadway

Eartha Kitt, starring in "Timbuktu," will headline the show Stars from the following shows will also perform: "Ain't Misbehavin'," "Annie." "I Love My Wife," "On The Twentieth Century," "The Magic Show" and "Grease."

These performers include John Cullum and Judy Kaye from "On The Twentieth Century" and Shelieg Bruce and Read Shelion from "Annie." In addition Cy Coleman, who composed the music for "On The Twentieth Century," and Charles Strouse, who wrote the music for "Annie." In "Mil also perform is for "Annie." will also perform

Following lunch "The On-Going Record-Radio Connection" will be explored as to how the two industies can cooperate for the benefit of both. Participating in this session are Phil Walden, president of Capricorn Records; Sheila Chlanda, associate CBS Records. Margo Kneze, national singles promotion director for RCA Records, and WBLS New York music director Wanda Ramos.

York music director wannal radinos. Black radio will be explored in a session entitled "The Exciting Evo-tuon" which will deature WBLS New York program director Hal Jackson, KhilQ Houston general manager Jim Maddou, WDAS-Fib. Tamborins and Roadshow Records. Tamborins and Roadshow Recor

Olds will serve as moderator. This session will be followed by three on music research, production techniques and alternative formats. Speaking on research, subtitled "Do It Without Spending Megabuck" And How To Use If Once You've And How To Use If Once You've Got It." will be WZZD Philadelphia program director Kevin Metheny and WNBC New York program director Bop Pittiman.

Storer national program director Ed Salamon will serve as moderator During this session consultant Boh Henabery will disclose a new system of measuring acceptance of oldies musse.

WNBC DJ Mark Driscoll heads a

session called "Production Toys" and Kent Burkhart will moderate a panel on alternative formats. Burkhart is expected to announce a new

format at this session.

Also on the alternative format session are WDJZ Bridgeport, Connuconsultant AI Ham, WNCN New York program director Mat Biterfeld, KBRT Los Angeles program director Gary McCartie and WRVR New York program director Dennis

WDJZ plays non-rock oldses in a Top 40 format using Billboard charts from the past WNCN is a classical music station, KBRT recently went to a format which offers religious music in a "beautiful" format setting, and WRVR is a jazz

Friday morning opens with Ansia Records president Clive Davis meeting the broadcasters for a question and answer session. Three sessions are lined up after that dealing with "AM Stereo, What Can We Expect," Record Promotion—How To Make It Work For Radso" and "The Legal Side For Programmers."

Moderating the AM stereo session will be National Radio Broadcasting Assin president Jim Gabbert, who is vice chairman of the National AM Stereo Committee Gahbert also operates stations in San Francisco and Honolulu.

Also on this panel are Harold Kassens, chairman of the National AM Stereo Committee, and Chris Payne of the National Assn. of Broadcasters, project manager of the National AM Stereo Committee.

National AM Stereo Committee.
Russ Thyret, vice president of promotion for Warner Bros. Records, will moderate the record promotion panel. Also on this panel are
Harold Childs, vice president of promotion for A&M Records, Pete
Gideon, vice president of promotion for McA's new label. Charlie funrivee president of promotion for United Artists; and Boh Sherwood, wee president of promotion for CBS.

Forum director Dong Hall, who is also radio/tv editor of Billboard, will moderate the "Legal Side" panel which will include W. Jan (Continued on page 35)

Additional Radio coverage on pages

Old Big Band Sounds Will Continue On S.F.'s KMPX WASHINGTON-After protestref for more than 4 seat in an action in wash 1 will the guild won a vicewash 1 will the guild won a vice-

ing for more than a year in an action that held up it three-way sale of San Francisco radio stations, a citizens group has finally won a victory to preserve its favorite hig band format

The Federal Communications Commission has at last approved the complicated sale after one of the buyers agreed to maintain the big band format on KMPX for at least two years, barring senous financial difficulties.

The KMPX Listeners Guild had opposed the transfer of three licenses involving KMPX, KCBS-FM and KEAR because the hig band sound would have left the air.

The sale was put together by CBS, which wanted to upgrade its facility. The network fruund Golden Gate Radio, to acquire the KCBS-FM facility for \$850,000. CBS then agreed to buy the uperior facility for \$850,000 for \$2 million and Family Radio for \$2 million and Family signed an agreement to buy KMPX from National Science Network for \$1 million.

This shifted the KCBS-FM mellow format to the better facility that had been KEAR and the religious format of KEAR to the KMPX outlet. The new buyers of KCBS-FM, Golden Gate, planned to adopt an adult contemporary format Thus the big band format would have been lost. Under an agreement worked out

with the Listeners Guild, the old KCBS-FM outlet, now under Golden Gate ownership, will be operated with a big band format for two years. Several weeks ago, GGR agreed

Dirt Band On Bill At NAB Conference LOS ANGELES-United Artists*

LOS ANGELES—United Artists' the Dirt Band will open the National Assn of Broadcasters Radio Programming Conference Sunday Aug 20 at Chicago's Hyatt Regency Ho-

Following its performance at the opening session, the band will leave on a worldwide tour. Lust spring, the act became the first rock group to tour the Soviet Union.

The NAB confab will last through

wasn't until the guild won a twoyear agreement that it withdrew its opposition to the transfers.

NAB Advocating Station Autonomy In Format Fights

In Format Fights
By MILDRED HALL
WASHINGTON—In an unending series of citzens' court suits
against radio format changes, the
National Assn of Broadcasters has
once again told the U.S. Court of
Appeals here that the changes

should be left to the judgment of radio station licensess.

The case currently before the Court is an appeal by the WNCN Listeners Guidd of New York City and other etizens groups for the Court to reject the Federal Communications. Commission's 1976 celared poley of non-interference on

licensee format decisions.

The FCC policy announcement was sparked by a series of Appeals Court remands of cases involving changes from classical or other "unique" formats, which were challenged by citizens' groups.

The NAB points out that "the Commission has correctly held that it cannot involve itself in format changes without trampling the First Amendment and the no-censorship provision of the Communications Act."

NAB holds that the Communications Act "specifically forbids the Commission to compare the relative values of the program formats involved in license transfers."

At the practical level, NAB says a broadcaster will not undertake a innovative but financially risky format if he kninw; that if he deedes to change it, eitzen protests can put him to the expense and uncertainty of a hearing, and possibly confine the station to the undesired format. The WNCN Listners Guild begain its court battle with the FCC in

October 1974, when the Commission approved without hearing, a change of programming at radio station WNCN-FM from a classical to a rock format. The station has since been restored to its original format.

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The host of a three hour nightly show on WLAC, Nashville, "Spider" Harrison has established himself as a dynamic, distinctive radio personality with a very special flat in cognituring the tempo and shyle of today's Soul sound. Now, "Spider" can be part of your station line-up: as host of BILLBOARD SOUL COUNT-DOWN, U.S.A, a three hour weekly program from Music in the Air's Syndicated Programming division.

Each week, your listeners will follow "Spider" Harrison as he counts down the 40 top hits from <u>Billboard</u> Magazine's hot Soul Singles chard. Indereded between disks there's commentary and lively, revealing interviews with major Soul artists. Also, special reports from a pair of top journalists on the Soul scene: <u>Billboard's</u> 'Soul Sauce' editor Jean Williams from Los Angeles and Radolfite Joe From New York.

BILLBOARD SOUL COUNTDOWN, U.S.A., is a "natural" for any Soul station's schedule, or in fact for any station seeking a sue-fire stimulus for tale right or weekend listening. With an already proven record of audience response if provides affractive opportunities for local sales, by associating advertisers with a recognizable personality and with the week's most popular Soul sounds. As "Spider" Counts down from "4010" 1, you—and participating sponsors—can count on a rise in ratings and audience share.



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| Name | | |
| Title | | |
| Station/Comp | oany | |
| Address | | |
| City | State | Zip |



BILLBOARD SOUL COUNTDOWN, U.S.A with "Spider" Harrison

JOHN SEBASTIAN, program director, KHJ, Los Angeles.

No, I don't think AM stereo will affect Top 40 formats in any form at all, primarily because I don't believe AM stereo or mono or FM stereo or mono has much to do with whether or not someone listens to your station. It has more to do with the

They only listen for the music they like or the deejay they like I've seen statistics that show the majority of FM listeners use mono equipment. I sometimes think that we in the indus try forget the fact that not everyone out there enjoys the beautiful equipment some of us may have



True, AM stereo may be a boon for AM in general as an ii age booster and place it on some kind of equation with FM But there will be problems, such as in modulation. And people will have to be convinced to go out and purchase AM ster equipment just as they had to be convinced back when FM stereo came in-and that may take a long time

Sebastian has been KHJ's program director since January of 1978. Before that he was program director for KDWB in Minneapolis for three years and has been instrumental in developing callout research.



AL BRADY, program director, WHDH, Boston.

A quick answer would be simply "no." AM stereo will be priarily a promotional tool, more promotional than real, due to the lack of receivers on the part of the public. The real problern here isn't whether a station is stereo or not. It is how it is programmed. I disagree with the argument that stereo is the nost important factor in FM success. It's been my experience that the majority of listeners listen in mono, not in stereo. The vast majority of FM listeners prefer it because of its superior programming. I don't believe stereo is the big factor

I see nothing wrong with a tight playlist. We have a short playlist, generally no more than 15 current records at one time and each one gets turned every four hours.

The station must genuinely serve a need of the audience

nd the city and because of that they become an extension of

In New York, a good example of that is WABC and WBLS both mirror images of what the city is like. ABC sounds like New York. It's a big driving radio station and ABC is an example of a Top 40 sound that continues to rely on person alities. WBLS is doing the same thing. The format and the jocks sound streetwise. You can have three or four stations in the same city playing the same music, but what sets them apart from each other is what they are doing between the music. And that's true whether it's AM or FM, mono or stereo.

Brady has been program director at WHDH for the past three years. Before that he was assistant program director at WNBC in New York for several years in addition to being an air personatity there.



BILL TANNER, program director. Y-100. Miami.

First of all. I do not believe that AM stereo will be much of a lactor. People have just gone through getting FM stereo in their homes and cars. I don't believe that AM stereo will have enough frequency response to be significantly different. People really can't tell the difference between FM and FM stereo. I think AM has allowed itself to detenorate

As for tight listing formats, our research indicates that ople want to hear their favorite records played frequ therefore think that tight listed stations, whether Top 40 or otherwise, will continue to be a factor once AM stereo begins

Tanner has been program director for Y-100 for five years. Before that he was program director of JDX, a station in Mis

JOHN ROOK, program director, KFI, Los Angeles,

While it's too early to accurately appraise what AM stereo ill do as a competitive factor to FM stations, I do believe an AM stereo station will have a significant advantage against an AM station without stereo.

Most AM stations with 5,000 watts or less will have to decide if they want to give up 20% to 50% of their signal loudness to broadcast in stereo. KEL is a 50,000 watt clear channel station and we've already taken steps to broadcast in stereo AM as soon as the FCC grants approval

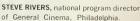
Regarding the effect of AM stereo on the idea of the tight

Top 40 playlist on AM, I believe the idea of "tight" playlists is a thing of the past anyway on AM or FM.

However, I think there will be an effect on some AM stations to transform them into more of an AOR approach. However, most AM stations will have to consider that AOR is not really a mass appeal medium, and so I think they'll slick with the Top 40 format in most cases, stereo or not

John Rook, a 20-year radio veteran, joined KFI two years ago as program director following seven years operation of his Itancy firm. He has also programmed WLS to Chicago and KQV in Pittsburgh.





AM stereo, something 'new' that will be 'the thing' like FM was 10 years ago? Only the future and manufacturers really know if it will be a success. But as lar as the effect on the length of playlists, that will only be determined by the compelitive makeup of individual markets. Some markets with light listed FM will win while in other markets FM with long

What the future of AM stereo and what its elfects will be no

one really knows. But I can say without a doubt that there will

Rivers has been national program director for General Cinema since January 1978. Before that he had been program director at WIFI in Philadelphia for four years, a program director at both KROY and KROI in Sacramento; a program director at WDRQ in Detroit and program director at 2-93 in Atlanta





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PolyGram Distribution, Inc.

Billboard Singles Radio Action

Based on station playlists through Thursday (8/3/78)

TOP ADD ONS -NATIONAL

FITTLE BIVER RAND - Reministring (Harvest) TRAVOLTA & NEWTON JOHN - Summer Nights (RSO) (O) EVELYN "CHAMPAGNE" KING-Shame (RCA)

· MOUST

RRIZ-Phone

- MD1151

. LITTLE BINES RANG - Reminiscine

. A TASTE OF HOMEY -- Brogge Bogge Gogge

TRAVOLTA & REWTON-JOHN—Sammer Rights (RSO) 25 1R

EDLE - Kiss You All Over (Manner / Curb)

TEOB EELEY-Never Had A Woman (20th

On EVELYN "CHAMPAGNE" RING-Sham

STEELY DAR Lave (SEC.) OLIMA RENTON JOHN - Hopeless by Devoted To You (RSD) 28 (8

. TOP ADD ONS

THEN CADES when Chief in The City

PRIME MOVERS

CONCUSTOR AND GLOSTER / Bright

SAFFY MANULOW - Copecabons (A THE CARS, about afted 1 Number (E)

OLIMA BEWTOB JOHN — Hopelessly Devoted To You (RSD)

CARS-Just What I Reeded (Elektra

De ATASTE OF HOBEY-Boogle Dogle Dogle

ANDY GIRR -- to Evertasting Love (BSO) 29

Pacific Northwest Region

STEELY OAR -Jose (ARC)

RENO-Las Vegas

0-Discotheque Crossover

ADD DNS-The Iwo key prod cls added at the radio st listed as determined by station

PRIME MOVERS-The Inc products registering the great est proportionate upward

BREAKOUTS-Billboard Cliar

Dept summary of new products exclusive of Add Ons and Prime Movers

Pacific Southwest Region #960-Abagorress . TOP ADD ONS

(Columbia)

DRIME MOVERS

(Cap fol)

CHIS MA-Feel II You Think II s Over JUA

PHILL A

. CHRISREA-Fool II You Think II's Over (UA) ANDY GIB R - An Everlasting Love (RSO) 26

On BARRY MARILOW—Copecabana (Arista)

TEN OURTHOU-LA TRAVOLTA & NEWTON-JOHN-Somme

REMAY LOGGINS—Whenever I Call You

* COM MODORES—Three Times A Lade

. ANOTERS - An Everlasting Love 1850) 27

KR-LA · LITTLE RIVER RANG. Reminiscont

BICECH DEP_Hot Chitch Top Cdv

COMMOGORES—Three Times A Lady

RCBQ-Son Dergo

O. ATASTE OF BOBEY-Boogie Cogst Cogst

. FOREIGNER-Hal Blooded (Allantic) (9.14

O+ VILLAGE PEOPLE-Macho Man

ON DONNASOMMER-Last Dance

. STEELY OAN-Jose (ABC)

RFXM - San Bernardina

TOBY BEAU-My Angel Baby (RCA)

COMMODORES—Three Times A Lady
(Metowall (B.))

JACKSON RECWINE—Stay (Asylum)

* EDDIE MONEY—Two Tichets To Paradose (Colombia) 24 18

O+ BARRYMANLOW-Copacabana (Ansta)

★ JOE WALSH—Life's Been Good (Asylum) 15 RYA-Sae Francisco BFZY... Asabevar

. TODORUNOGREN-Con We Shill Be Friends · MALTER EGAN-Marriet & Steel

a FOOK MONEY ... Two Turkets La Paradosa OLIVIA BENTON: JOBN — Hopelessly • FRANATEVALLI-Grease (RSO) 14 6

STRC_SanTransmer

* ANOYGINE—An Evertasting Love (RSO) 21

. JEFFERSON STARSHIP - Rungward Grunt RUV-San Jose

· RINKS-Rock & Roll Fantasy (Arista) . ROBINGER-On Daring (RSO)

0 a EVELTH "CHAMPAGNE" RWG-Shared (RCA) 12 6 EARTH, WIND SFIRE—Get To Get You liste My Life (Columbia) HB 21 KMQE-Secramente

a LOTTLE SPACE BAND - Removement

 RIBRS—Rock & Roll Fanlacy (Arista) * ANOYGEB-An Exertasting Love (RSD) 29

* TEFFERSON STARSHIP - Rungway (G

RERR - Bakersfield #RGY-Secramente . RENNY LOGGINS-Whenever I Call You · HONE

 STEELY DAR - lose (ARC)
 TOP BEAU - My Angel Raby (RCA) | 4 9 * CHRISBEA-Fool II You I hink It's Over (UA)

ANOYGING - to Furtheline Love (RSD) 23

. COMMODORES-Three Times All ady

PRIME MOVERS-NATIONAL

COMMODORES -- Three Times A Lady (Motown) DETRIS NEWTON (DANK Manufactor Constant En Very (DCC) ANDY GIBB-An Everlasting Love (RSO)

a ACROSMITH Come Total her (Columbus)

CHURLE - She ioves To Be in Love (Janus)
 ATASTE OF HOREY - Focus Onne Done

◆ TRAVOLTA & RENTON JOHB — Summer Marks (RSQ) 26-22

BCW-Partiand . LITTLE BIVER BAND-Reministing

FRANKE VALLI—Grease (RSD) 16 6
 FOREIGNER—Hot Blooded (Atlante) 15 t3

PINC - Sealth . GERRY RAFFERTY-Rutt Does The Los

IDE WILLSHALL Fe's Reen Grout (Asylam) 10 a JEFFERSOBSTARSHIP-Runaway (Grunt)

HIER_Stehame

 ROBIN GIBB - On Oarlang (RSO)
 CAPTER & TERRILLE - You Never Ocne II (de That (A&M)

TRAVOLTA & REWTON JOHS — Sammer Builts (RSG) (8-13)

. WALTER EGAN - Marmet & Steel FARTH, WINO & FIRE—Got To Get You Into

 BILLY IOEL — Brily The Good Bir Young (Columbia) (3.8) FOREIGNER—Had Ricoded (Atlantic) 23:18

BCPY_Satt Lake City RINKS-Rock & Roll Fantase (A BICK GE OFR-Bet Child to The City

ROBIN GIBB - Oh Darling (#50) 88-28 LITTLE BOVER BANO, Name and St.

KRSP-Sall Lake City Do EVELYR "CHAMPAGRE" RING-Share CERRY RAFFERTY—Right Down The Line

FORUGBER-Hot Blooded (Atlantic) 9 4 EDDIE MOREY—Two Tickets To Paradise (Columbia) 19 15

MTLE-Denver . EMRTH, WIRO & FIRE-Got To Get You leto My Life (Columbia)

BANE MASOR — Will You Styll Love Me

Innerrow (Columbia)

• COMMODDRES—Three Times A Lady

 GENESIS—Follow You, Follow Me (Atlantic) EIM N ... Decome

. LITTLE KINER BAND-RETURNS OF BICR GROER—Hot Child in The City

· COMMODDRES, Three Times & Lady

North Central Region

 TOP ADD ONS EVEL TRI TONAMPACHE" RING-Shame (SCA)

OLIFER REWTON FORM - Hope

* PRIME MOVERS:

TASTE OF HOMEY - Boogse Dog-e Gog-e

BREAKOUTS

TREATURE A BOWLEN WINE - Summer COMMODORES - Three Times & Lade

eed Nights (Ca

CXLW-Detroi . REROSM(TH - Come Tagether (Colum

 OLIVIANEWTON JOHN - Hoppies Sy Devoted to You (RSQ) 25-13 EARTH, WING & FIRE —Gol To Gol You Into
 Mr. Life (Cotombus 28 2)

BDB SEGER-Hollywood Bights (Capitol)

· FEEF-Kest You All Duar (Wasser / Curb) OLIVIA NEWTON JOHN -- Hopelessly

 EARTH, WINO & FIRE — Got 1 o Get You leto My Life (Columbia) (25-14 · MICR GILDER - Hot Chief in The City

MTAC-Flot . TOBY BEAU-My Angel Baby IRCAL

 CHRIS BEA-Fool H You I brok H s Over (UA) * FRANKIE VALLI-Crease (RSO) 19 10 COMMODORES—Three Times A Lady (Meteor) 13.9

Z-96 (WZZM-FM1)—Grand Resolts . DECTRIC LIGHT OR CHESTRA-Hir Shire

· LITTLERNER BAND-Semmoore . JOE MALSH - Life s Been Good (Asylum) 15

* WALTER EGAN-Mannel & Steel WAKY - Locurseite

. EARTH, WIND & FIRE - Get To Get You Into . FOOE NOMEY - Loo Tickets To Parados

 TRAVOLTA & NEWTOB-JOHN - Samme
Rents (RSD) 28 14 EDDE #ARRITT—You Don't Leve Me Anymore (Flektra) 21 17

WBCN - Bowling Green CMS—fust What I Needed (Elaktra) . JOHN PASE YOUNG-Love Is to The An

 TRAVOLTA & NEWTOB-JOHN — Summer Nights (RSO): (8.1) * EXILE-Ros You All Over (Warner / Curk)

WGCL-Cicycland Do EVELTH "CHAMPAGHE" BIRG-Shares

 ANDYGRE—An Everlashine Love (RSO): B+ ATASTE OF HONEY-Boogs Organ Dope (Capital (6-1)

◆ PABLO CRUISE—Love Will Find AWay (A&M) 12 R W779_Cleveland . CRYSTAL GAYLE - Tailung in Your Sleep

A AND MURBLY - You Named May Control to * TREVOLTAL BENTON JOHR - Summer * EARTH, WIND & FIRE - Got To Get You Into

WSH-Correct · WALTER EGAN-Magnet & Steel

. TRANSCIAL BEWTON-JOHN-Summer

 COMMODORES—Three Times A Lady (Melconn) 20 14 FOREIGNER - Hot Blooded (Atlantic) 25 19

0-102 (WRRD FM) - Concernate Do EVELYN "CHAMPAGNE" RING-Sharar

 DUTYN NEWTON JOHN — Hope lessly FOPEIGNER—Hot Blooded (Allustic) 18 6 COMMODORES—Three Tymes A Lady (Microwa) 22: 00

WCOL-Columbus . ANDYGRB - An Evertustive Love (RSO) O+ RICR JAMES-You A LI Motown)

. FORTICKER-Hal Blooded (Allastic 122 11) O- ATASTE OF HONEY—Boogst Dogst Gogst (Capital) IR 10 MRCI - Celember

wgoD sigoD sigoeB-Y3MOB 90 STANTA • 0 · OWNEY JORES - Shift can That JAK No 1000 FUNDCREN - Can We Shill be Enough

 FORFIGRER - Hot Risovier (Allantic 113.5) WCUF_Shoon TROOPER—Raise A Lattle Hell (MCA) BOB SEGER —Halfywood Nights (Capitol) * ANOYGEB - An Everlasting Love (RSD (26)

Do EVELYN "CHAMPAGNE" RING-Shame · CHIRIS BEA. Fool It You Think It's Dwe (I) * PARLOCRUISE - Love H-II Find A Way (A&M) (2.6 0 . BAPRY MANILOW - Copacabane (Ansta . TOBY BEAU - My Angel Baby (RCA) 15.9

J3-0 (WK10) - Piftsbersh D. EVELYN "CHAMPAGNE" RING Share

. LITTLE RIVER BAND-Remmoting EARTH, WINO & FIRE-Get To Get You Into 0+ DOMMA SUMMER-Last Dance FORDSRER—Het Blooded (Atlantic) 23 13

BREAKOUTS-NATIONAL

(D) A TASTE OF HONEY-Boope Oogie Oogie (Capitol)

CHRIS REA-Fool If You Think It's Over (UA)

WILTER EGAM - Magnet & Steel (Catembra) 29-20 0. EVELYN "CHAMPAGBE" RIBG-Sturre MPEZ-Pittsburgh

TRAVOLTA & B ENTON: JOHN - Sammer MORE . CAPTAIN & TERRELE-You Herer Done R

* BONE FOREGRER - Hot Blooded (Attacts:) 16-7 EXILE - Res You All Over (Warner / Gurlt) Southwest Region AFIJ-Tols

. JOHN PAUL YOUNG - Love is to The Air . TOP ADD ONS TRAVOLTA & REWTON-JOHN -- Summer DVD TO TERMINAGED OF THE STORMS (FEA.) OLIVIA NEWTOB JOHR - Happiessly Opented by You (RSO) 20 14

(RS0) ■ IOEWALSH—Life s Been Good (Asylom) 12 . CRYSTAL GAYLE - Talker In Your Stone PRIME MOVERS

. STOR FROM THE WAY SHALL I AME YOU CAPTAL WINED & FIRST - Got To Got You had a 8+ WILLAGE PEOPLE-Macho Man

BREAKOUTS

. EDDIE MONEY-Two Tickets To Paradise

* EARTH, MINO & FIRE — Got To Get You Into My Lee (Columbia) 34 20

Ow ATASTE OF HOBET - Boogie Gogie Gogie (Capatol (19.7)

BOB SEGER—Sh'll The Same (Cap (ol))

* EARTH, WORD & FIRE—Cot To Get You lists My Life (Ceftymbia) 39-20

. MODDY BLUES-Steppin' to A Stide Zone

* CHRISREA-Footh You Think It's Deer (UA)

. WILLIE NELSON -Blue Slues (Columb

* BITACOOLIDGE-You (ASM: 24 19

. MICE GILDER - Hall Child fin The City

. TRAFOLTAS NEWTOB JOHN - Sammer

. COMMODORES - Three Tomes A Lady

. COMMODDRES-Three Filmer A Lader

* JEFFERSON STAKSHIP - Runaway (Grunt)

* FOREIGNER-Hot Blooded (Atlantic) 23-15

* JOE WALSB - Life's Been Good (Asylum) 23

RF12-FM (2/97)--- Ft, North

RIRT-EIPase

WKY-Oklahema City

De ODRBASUMMER-Last Ource

JACKSON BROWNE—Stay (Assism) 21 10

Do RICE MMES-You& (Motowo)

* MrCRARYS-You (Portrart) 27 13

• 808/8 6/88-0h Oarlong (RSO)

RILT-Houston

ERRE-Rouston

RLIF - Oaltas

PRISEM - Oaker

JOE WALSH -- Life's Been Good (Arrivan) 7.2 MODE - Now Orleans . LITTLE RIVER BAND - Reminiscing

SWEET - Caldannes Bushin I Canadall TRAVOLTA & NEWTON-JOHN -- Sun . NICK GILDER - Het Charle The City

REEL-Shreveport . EDLE - Ress You All Over (Warner / Curb.) D. EVELYR "CHAMPAGNE" RING-Share * AMOY GBB - An Evertashing Love (RSO (28

CHRIS REA—Feel B You Think R's Diver (UA)

Midwest Region . TOP ADD ONS CAPTA MEND & COST . CAR TA CAPTA

* PRIME MOVERS

MLS-Chicago

 MEATLOAF -- Two Out Of Three Air 7 Bod (Cleveland left) 24-20 * COMMODORES - Piece Times A Lady MMEY-Chicago

Do VILLAGE PEOPLE - Macho Max . CITLE - Riss You All Over (Warner - Curb) TRAVOLTA & B (WTOB-JOHR - Summer Do ATASTEOF HOMEY - Boogle Dogle Dogle ON EVELYN "CHAMPAGNE" RIBG - Shame

. COMMODORES-Three Times A Lady . CHEAP TRICK - Surrender (Epic) 21 16

(Continued on page 28)

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On August 17th, 8 million potential record buyers will spend two hours with Peter Townsend and the new Who album, "Who Are You."

On August 17, DIR's 230 King Biscuit subscribing stations will broadcast a two-hour radio special. "An Evening with Peter Townsend." This special marks the beginning of a new level in radio entertainment and record promotion. Besides an in-depth interview with one of rock's prime movers and most articulate spokesmen, the listeners will be treated to 6 cuts from the forthcoming Who album, "Who Are You."

DIR is working with its subscribing stations and MCA Records to ensure that the audience for this event will be the largest ever to preview a new album.

Each station will be running 40:30-second spots a week to promote the program. MCA is rolling out a Sweepstakes, with \$500 copies of "Who Are You" to be given out by the participating stations. A special Who supplement will be inserted into 200,000 copies of DiRs rock newspaper. The Blast," and will be distributed by the radio stations and their participating record stores. With the momentum of this promotion campaign, we're expecting an audience in excess of 8 million for this 2-hour special.

In an age where record sales are measured in the millions, DIR is delivering in excess of 20 million impressions to potential record customers. With a joint promotion of this scale, the only question is why hasn't it happened before? DIR Broadcasting Corp., Bob Meyrowitz, Peter Kauff, Radio, contact Paul Zullo, 445 Park Avenue, New York, NY 1002 (212) 371-850.

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WORC-Hartford

MPRO (AM) - Providence

RO-FM - Providence

Playlish Top Auto Ons . Playlist Prime Movers *

MORD-Spartanburg

· RETDID-Honey I'm Rich (Armta

* OLIVIA SEWTON JOHN - Hope Devoted to You (RSU): 16-11

0 will AGE PEOPLE - Nacho Man

De RICAIAMES-Yea &I (Motows)

REMAY LOGGINS - Whenever I Call You

FEDDY PERDERGRASS—Close The Dec

Photography

0 - ATASTE OF ROMEY - Brooke Cope Digite (Cap 60) 17 8

OLIVIN NEWTON-JOHN - Hopelessly
 December 10 to 1950;

TEDDY PENDERGRASS—Close The Doo
 Pools for to LE 0.

Do EVELTH "CHAMPAGRE" AIRG-Sture

. CHRISREA-Fool II You Think It's Description

. ELECTRIC LIGHT ORCHESTRA-Mr Bisc

. FRARAIE VALU- Grease (RSO) 15-3

. TRAVOLTA & NEWTON (DAM - Summe

. EOOK MD NEY-Toe Tickets To Paradise

. FOREIGNER-Hot Blooded (Attantic) 10-5

OLIVIA RENTOR JOHN—Hopelessly Devoted To You (RSQ) 16-7

COMMODORES—Three Times A Lady (Motoret) 10-3

. LITTLE RIVER BAND - Reminiscing

. BORIN CIBB - Oh Derling (RSO)

OUVERNEWTON JOHN-Hop Devoted to Louis Sci 17 6

D . WILLAGE PEOPLE - Mache Man

RMXS—Rock & Roll Fentage (Arista)

. TED DY PENDERGRASS-Close The Door

ENLE—Ross You All Over (Warner / Carb)
19 12

· LITTLE RIVER BAND—Remanding

. GERRY RAFFERTY-Right Down The Line

D . A TASTE OF HOREY-Roog o Dogo Dogo

· EXILE - Kiss You All Dies (Namer Curb)

. FOREIGNER - Not Blooded (Atlantic) 27 15

D. DONNA SUMMER-Last Gance

WGDW-Chattanooga

WERC-Brringham

WSGN - Birmingham

WHHY-Montgomery

. HON

. JOE MALSH - Life's Been Good (Abytum) 20

· AND YGIRR - An Evertasting Love (RSO) 32

Continued from page 26 WROS - Reckland

D+ DORMASUMMER-Last Dance

. ANOTEMB - An Everlasting Love (RSO)

CHIES REA-Feel A You Three It's Over (UA)

TRAVOLTA & NEWTON-ADHR—Sureme Neghts (ASO)

* COMMODORES-Three Times A Lady

Do VILLAGE PEOPLE - Micho Man

· FOREIGNER - Hot Blooded (Allantic) 22 1

REMAY LOGGINS—Whenever I Call You

OLIVIA NEWTON JOHN -- Hopelessly Devoted To You (RSO) MB 26

a CARS - fort What I Hende di Finlata

◆ COMMODORES—Three Times A Lady (Metowrt 9 I)

. EARTH, WIND & FIRE - Got To Get You hato

· FORECRER-NotRended(Martic) 14.8

. EARTH, WIND & FIRE-Got To Get You late

. DAN HOLE-All I See Is Your Face (20th)

D. BARRY MANE OW - Copacabana (Arcila) 9

• AMOYGIBS—AnEverlasting Love (RSO)

. CHRIS REA-Fool If You Think It's Ov

· COMMODORES-ThreeTimesALady

. NICAGILDER - Hot Child in The City

. BOR SEGER-Hotywood Rights (Copylot)

· COMMODORES-Three Times # Lady

· PABLOCRUSE-Leve Wet Fred & Way

. EXILE-Krss You All Over (Warner/Curb)

· AMOTGRR-An Evertasting Love (RSO)

EMTH, WIND & FIRE — Got To Get You take
 Made of Colorators

. COMMODDRES.—Three Fires A Lady

* WALTER EGAN - Magnet & Steel

WALTER EGAN - Magnet & Steel (Columbia) 31-19

OLWANEWTOR-IDHN—Hopel
 Devided To Yes (RSD) 21 14

. LITTLE RIVER BAND - Seministra

. EARTH, MIND & FIRE - Got To Get You late

0 * ATRITE OF HOREY-Boope Oope Oope (Cap tot) 29 10

ON EVERYN CHAMPAGRE SING-Share

. CAPTAIN & TERRILLE - You Meyer Done II

· GERRY RAFFERTY-Right Down The List

. EXILE - Kirts You All Over (Wasser / Curb):

· WALTER EGAM - Magnet & Steel

· WRLTEREGAN-Magnet & Stee

. FRANKJEVALLI-Grease1RSO17 3

a BITATOOLINES VALIDADA

WALTER EGAN – Magnet & Steel Columbia (20.14

. GERRY RAFFERTY - Right Down The Line

. TOOD RUNDGREN - Can We Still Be Friends

RZUU-FN - M+oautec

RSLD-FM-St Lown

KKOS-St Louis

AVOL: Des Marces

FOWE_Moneyand

ASTP-Mon

unez... Komas City

· DOLE-Pes Yo

KBEQ-Ransas City

ASLS-Rapid City

. MIDTERS - An Everlashing Love (RSO) 30

. FOREICHER-Hot Bleoded (All lantic)

* WRITER EGAN - Marriet & Stee

WRL-Peoria

NINDE - Indiana politi

- . LITTLE RIVER BAND Reminiscion.
- . MATHIS & WILLIAMS You're All I Need To DO EVELYR"CHAMPAGNE" AUNG - SALIII
- . WALTER FGAR Magnet & Steel OLINIA REWIDS (DHN—Hopelessly Devoted To Four RSO) 23 14 COMMODDRES—Three Times & Lady
 (Motowers 1914)

COMMOCORES—Three Times A Lady (Molocon) 15.7 Northeast Region

TOP ADD ONS

* PRIME MOVERS

ANOY CIBS - An Exercised on Lines (Early COMMODORES - Thing Times & Larly (Molecus) QCIVID BEWFOR (DHR—Reprinted Drus

BREAKOUTS

PAGE O CRUISE -Love Not I and A Way (BALW) SDI MALSK-Life is Excel Good (Applice)

meet - New York

. TDRYREAU-M; Angel Raby (RCA) 0. ATASTE OF HONEY - Bangie Dogre Dage

COMMODDRES—Trace Times A Lade (Motown) (0.7

- . EXILE Krss You All Over (Wanner/ Curb) . RICK GILDER - Hot Child in The City
- · ANDY GURR-An Everlashing Love (RSO) 26
- D. ATASTE DE HONEY-Beogre Dogre (Capital) WPTR-Albam
- a LITTLE BLUE D RAND Demonstrus
- TRAVOLTA & NEWTOR-JOHN Summer
 NewNet PSQ1
- OLIVIA RENTON IDAR Hopelessly
 Opening to Francisco 21, 15
- ATLANTARHYTHM SECTIOR—I'm Not Grena Let It Bother Me Tonight (Polydor 22.17 WITEY ... Miles
- . LITTLE RNER RAND-Remissions
- . CHERYL LADD Think & Over (Caprist)
- * IDE WALSH-Life's Been Good (Asylum) 20
- * CDMMODDSES-ThreeTimesAlady
- MARW-Bullste
- ANDY GIRR An Exertisting Love (RSD) 22
- DEMAR NEWTON ID HIN Hop-Devoted To You (RSD) 15 9

NYSL-Bultelo

- . TAPREY SPERCER BAND-It's Really You
- RDBSEGER—Hottywood Rights (Capital)
- MERNYLOGGISS—Whenever I Call You Friend (Columbia) 29 18
- · WALTER EGAN Magnet & Steel

WRRF-Racheste e IDF WAY SHILL fe's Been Good (As June)

- . DJ IVM REWTOR-IOHR Hopelessly
- · ARRE MURRAY-You Rended Me (Capital) # FRANKE VALLE-Grease (RSG) IR 10
- A LETTLE BLACK BARD Provinces
 - · DUIDCY IDDES Shift has been AS MI
- · OLIVIN REWIDM JOHR Hopelessh
- · PARLD CRUSE Love Will Fred A Way
- WBZ FM-Reston a BONG
- + BUNE

- TREVOLTA & REWTOR FOREX Summe
 Party (1970)
- . GERNY RAFFESTY-Right Down The Line
- COMMIDDORES—Three Emes A Lady (Molecul 21 15 . IDHN PAUL YOURG - Love Is In The An

. WRGS-I ve Had Enough (Capitol)

· COMMOODRES-Three Times At ady

* INCRSOR BROWRE-Stay (Asylom) 23 15

· MICHAEL JOHNSON-Rimort Live Seeing In

. CERTERIFERTY-Rock Down The Long

. FASLD CRUSS - Love Will Find A Way

. TE OUT PENDERGRASS - Close The Open

. CERRY ROFFERTY-Right Down like Line

. ANOTEIBB-An Everlosting Love (#50) 1

· RAPARA STREESAND-Eves Dillaura Marti

. (DOIE MOREY - Two Tickets to Paradisa

· FRANKIE WILLI-Greate (RSO) 5 1

Mid-Atlantic Region

TOP AOD ONS

* PRIME MOVERS

TRAVOLTE & NEWTON JOHN-SH

ANNE MONROY - Fou Broded Me (Co BRLY 10EL - She v Always A Woman

. JOHN PAUL YOUNG-Love Is In The Am

■ MATHIS & WILLIAMS—You're All t Need To

· ANDY GIBB-An Eventasting Love (RSO)

BILLTIDEL—She's Always A Vicinae (Columbia) NR 27

· BILLY ADEL - She s Always A Victoria

. TOBY REAU - My Angel Baby (RCA) 28-22

· ANDYGIBR - As Lyerlasting Love (RSD) 18

. TRAVOLTA & NEWTON JOHN - Serror

· UTTLE RIVER BAND - Person name

MCASON REOWRE—Star (Asylum)

. NICA GILDER - Hot Child in the City

ROLLINGSTONES—Beast 018 order

. DEIVIR HENTON JOHN - Hopelessly

· ANRI MURRAY-Too Reeded Me (Capitol)

DLIVIS RESTOR IDER - Hope

D . ATASTE DF HONLY - Boogst Dage Ongo

PABLO CRUISE - Love Will Ford A Way
 (#6M12) 18

. MALTER EGAN - Magnet & Steel

. MALTER EGAN - Magnet & Steel

DLIVER NEWTON JOHN

OF A TABLE TO SECRET A CE

andr GRR. de f-

WFIL-Philodelphia

WZZO - Phiadelp

WIFI FM - Philadelphia

WPGC-Washington

WSH-Mariely

ALTER EGAN - V EL

. ARDY GIRR-An Everlashing Love (RSD) 18

OLYMINEWIDN-10HR—Hop Devoted To You (RSD): 18 15

WICC-Redgeport

· LITTLERNERRAND - Reminiscing

- a CORFICSER_Hard Blooded (Billioter) 15 11

- WCAQ Baltimare . DAN HILL -All I See is Your Face (20th) OLINIAMEWIDE IDHN - Hopelessly Devoted To Fox (RSD) 24 17
 - TRAVOLTAS NEWTOR JOHN Surviver Nights (RSO) HE 25 WYRE - Annapolis

 - . DBLE Nets You All Over (Warner * Curb)

. CRYSTAL GAPLE - Tailung in Your Sleep

- EARTH, WIND & FIRE Got To Get To admin
- BLIMA NEWTOR-JOHN—Hopelessly Devoted to fina (RSDs 22-15)
- D. A TASTE DE HIDNEY Boog # Dogor Dogor WLEE-Richmond
- . EARTH, WIRD & FIRE Get To Get You tels . RICK JAMES-You & I | Molown)
- · ATASTE OF HOMEY Boog or Degra Dogor . IDE WALSH - Life's Been Good (Asylum) 13

WRYQ-Richmond a Britis ... Profe & Rail Factory (Seed a)

- · NICAGILDER-Hol Childin The City
- · QUINCY JONES-Stuff Life That (A&M) 14
- * TRANSCITA & RENTOR LONG Summer

Southeast Region

TENOT PENOCHGRASS-Date The Deer LETTLE RIVER BAND-Personner I Ha

* PRIME MOVERS (D) R SASTE OF HOMET - Bodger Onger Onge DERE - kes You All Duer Phymograph Corts OLIVIA BEWTON: GHR - Hoperissols Dev

EMPTA, HAND & FIRE -- Got To Get tow-be

- TRAVOLTA & NEWTOR JOHR Semme KENNY LDGGINS—Wrenever I Call You Execut (Columbia)
- . EXR.E A iss You All Diver (Warter / Curb)
- . CHRIS REA-Foot N You Truck his Over (UA 7.01/W/ICC-EM1--8954019
- . EARTH, WIND & FIRE Got To Get You lette
- . KERIAY LOGGINS—Whenever I Call You
- QL/MA NEWTOR JOHR—Happiessly Devoted To Fou (RSD) 14-4
- PABLO CRUISE—I are Well Find A Way (ABM) 13 6
- WEED-Augusta
- · UTTILE RIVER RAND Remo
- · KIRKS Pork & Roll Fasters (Austra) · MCRSON RROWNE -Stay (Roylem) 22 16
- * BIACOOLIDGE-You (A&M) 19 14 WFOM-Allest . TEDDY PENDERGRASS - Close The Doc
- TRAVOLTA & NEWTON JOHR Surproof D . ATASTE OF HOMEY - Bengve Gogue Ocque
- . LARTH, WIRD & FIFE Got 10 Get You late
- WSGE Swagnah
- . LITTLE PRICE BAND Print Do FORY-Ort CET (Dash)
- * MCASDRRROWRE-Stay (Asylum) | 7-13 WFLR-Fayetteelle
- . JOHN PAUL YOURG Love Is In The Au DAVID GATES—Took The Last Train
- LTD-Heldre DocA&M:30 · CHERTELAND-Think II Over (Capitol) 27

- . MCRSOR BROWNE Stay (Asylum)
- De BICK JAMES-Tec & (Notown) D. A TASTE DF HOREY - Boogst Dogst Daget
- . EARTH, WIRD & FIRE Cot To Get You
- WMIX (963) Miami
- ATLANTA RHITHM SECTION 1 m Not Comma Let II Bether Me Tonght (Polydor)
- . TRAVOLTA & REWTON JOHN Somme
- * OLIVIA NEWTOR IDAN Hopelessiy
- Do VILLAGE PEDPLE-Macho Man
- Y-100 (WHY)-FM) Niam · MOLIST

 - WLOF-Orlando a AMBY CIRR - to Everlacting Loss (RSO) . OLIVIA REWIDS-10HR - Honelessly
 - A STEEL VIDAW EM / MCAY 20 10 ★ KOE WALSH -- Life's Brein Good (Apylum) 15
 - Q 105 (WPEQ-FM)—Tampa Do AYASTE OF HONEY - Boogst Dogst Dogst
 - . TREVOLTAS HENTON-JOHN Spener D. EVELYN "CHAMPAGRE" RING - Share
- COMMODORES—Three Times A Lady (Motories) B 4 RI-105 (WB) W FM) - Orlando ARRY GIRR - An Everlasting Love (RSO)
- . TRAVOLTA & NEWTON-JOHR Summer EXILE - X/SS You All Over (Ranner / Curb)
 An 29
- COMMODORES—Three Times A Lady (Moteon) 6.7
- WOPD Lakeland . TEDDY PENDERGRASS-Close The Door
 - TRANSLITA & REWTOR JOHR Summe
- ARDY GIRR—An Evertashing Love (#SD) 25 * EVELYR "CHAMPAGNE" RING-Share
- NMFI-Daytona Beach e MICA CHIDER_Hat Could in The City
- · MICHAEL SOURSON ... Almost I de Resta la
- · LITTLE RIVER RAND Remissions
- EXILE = 8/55 You All Over (Wainer / Curb.)
 28 19
- WAPE-Jaci . EBILE - Riss You All Over (Warner/Curb)
- . EARTH, WIND & FIRE Got To Get You into
- D . A TASTE OF HONEY Boogst Dogst Dogst
- * 10E WALSH-Life's Been Good (Asylum) 1 MAYS-Charlotte
- · WALTERFORM Marriel & Steel ANDT GIRR - An Everlasting Love (RSO) De ATASTEDF HOREY - Boope Doge Dope
- * RITACOOLIDGE You (ASM) 25 20
- WKIX-Raleigh
- . LITTLE RIVER RANG Reminiscipe D . FORY-Get Dit (Dash) HB 25
- 0+ LOVE & MISSES-Thank God II's Frider WTDR-Winsips Salem
- . TEDDY PENDERGRASS Close The Occ. . RORIN CIRR - Oh Oarling (RSO)
- . FOREICHER-Hot Blooded (Allestic) 74 18
- OLIVIA NERTON (D HA Hopelessly Devoted 8+1/6/(850) 17-7
- WIMA-Charlesten
- · PENNT POGERS-Love Dr Samethang Like . TEDOY PENDERGRASS - Cross The Door

OLIVIA NEWTOR JOHR - Hope Devoted To You (RSO) 11 6

- FAAT-Little Rock
 - . CHRISTER-Tool II You Think B a Description
 - · AND Y GIRR An Evenlasting Love (PSO) 21 D+ DDNRASUMMER-Last Dance

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. IDHN PAUL TOUNG - Love Is in the Au (Scotti Roothers) 25-16

+ MD (157 WHFQ-Memplus EARTH, WIND & FIRE—Got To Get You lete
My Life (Colorytos):

HFL1-Chattanooru

Billboard puts you on top of the World of Country Music.

Plan now to advertise in Billboard's 16th Annual World of Music to be published in the October issue. (Advertising deadline September 22, 1978)

This year's "World of Country Music" will be 'brunk of fascinating features, solid facts, and solusive insight into what is still the fastest growing field in music.

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WCM Issue Date: October 14, 1978

Advertising Deadline September 22, 1978



Billboard Album Radio Action

Playlist Top Ad Ons ● Top Requests/Airplay ★ Regional Breakouts & National Breakouts Top Requests/Airplay-National

Top Add Ons-National

MOON MARTIN-Shots From A Cold Nightmare (Capitol) CHRIS REA-Whatever Hangeged To Renny Santos (Mazget/U.A.)

ADD ONS.—The four key products added at the radio stations hated as determined by station

REQUESTS AIRPLAY The four products registering the greatest listener requests and airplay, as determined by

BREAKOUTS-Brittoard Chart Dept summary of Add Ons and

Requests Airplay information to reflect greatest product ac truty at regional and national

Western Region

OPER-Thick As Theoris (MCA) OR MANYE-Shots From A Gold Night SMCSIA-L for Bryand L.A. (W.B.)

TOP REQUEST/AIRPLAY BOLLING STREETS CARACTE

DOD SECRETA THE SHAFT BUILDY BAND.

BREAKOUTS

CHECG SINR - Next CFRster (Bezerkley) MOOR MARTIE - ShetsFaper A Cold Right

TROOPER-Truck As Thesas (MCA)
 PUSS BALLARS - At The Third Shop

HOTELS, MOTELS & BOND SHEWS-Vandus Artists (Caprosm)
ROLLING STRIST—Some Carts (Rutting Steme)
THE CARTS—(Steller)
Bit MOTORS—Appeared by the Motors (Virgos)
ORENT TROST—Viscous fire of the (Loc)
STATE—Last Appeller (Rut Cores)

BOLLING STONES — Some Gats (Robing St BOB SEGER & THE SILPER BULLET BAND Gave per in Fores (Caprict)

SCT PEPPER'S LONELY HEART'S CLUMBAND Or growt Soundbrack — (\$50)

BRUCE SPRINGSTEEN - Durkness On The Edge Of BOO SEEE & THE STATE BULLET BAND.

REPRICE STORES - Night switch (Columbia) BOLLING STORES - Some Girls (Rolling Stores) SCORE File San Ince (Toma) and

CARLE BY CARTER -- TO III CRECK SHIRE - Herr (FR. An (Beser Vay)

DOWNT WITT B - White Her & Diver Bive Skyl

BTIA COD LIDES - Law Mr Agen (A Mr.

FORE KINE - Deuble Vision (Addistic)

BOOLING STONES - Some Cirts (Reming Sto BOO SECENA THE SQUEE BUILLET MANS -

IDE MRAISH - But Screenly Fello PEW - Sportments (Cyrdo Slater) GREGGER-ME-Hear DEN-bn (Besett)
 AND SA-LES Bryond CA (M.B.)
 UNITY CARLTON—(W.B.)

AFRAL — be the Michael Of the Might of applicit MODE MARTIN — Shots From A Coloril options BILL CHIRHOCK - Bullands (Alland <) ROLLING STORES - Some Girth (Bolling 5) THE CARS - (Elentra) THE CARS—Elentra)

DO WALSH—But Senerally Folks (Elektra)

BROCK SPRINGS (ECH - Bartness So The Edge Of Team (Columbia)

SAIL-Stepping Gut On Saturday Night (United Artests)

LEOSATER-MA THE CARS - (EMPORATOR)

ROLL ING STORES—Some Gets (Holling Sto BOD SECEN & THE SILVENIU LLET BAND-PARE CONTRE - World Surve ALM: * FOREIGNEN-Desire Yares (Attack)

· SAYAN BROWN - Sprage Polyco (Long THE TALLWISE HEADS—Were Songs About Buildings & Food (See) COLM BLUESTONE - Berring (Fpc)

BOS McGRLPSF—Separator (Butterfly) RMSPOSIA—L for Beyond I.A. (M.B.) FOREIGNEN—Deutre Varion (Brownic) PARLOCALISE - Profit from ALW HOLLING STOPES—Some Garls (Rething Sto MBL TERE EARL—Not Shy (Columbia)

EZOR FM - Seattle (Marre Washolf) CRISCON TICE - Copylotic

BOLLING STORES - Same Salk I Rolling Street

101 MALSH-Put Sensesily Esiks (Elekt BOS SEGER & THE SILVER BUILDET BARO a complete model of columbial

Southwest Region

TOP ADD ONS Article (Cobincary)
MODIN MARTHN - Shelts Trem A Cold Nigh

*TOP REQUEST/AIRPLAY POLLING STORES—Some Date (Malin

FOREIGNER - Double Nesson (Missile) SET PEPPER'S LOWELY PERMYS CLIN MAN Original Saundereck - (HCO)

BORRY (OCORS—Hightwatch (Colombia THE TRUMS HEARS—More Songt Reset Buddings & Fred (Ser) LEON MYSSELL - Annes can of Paradon (

HOTELS, MOTELS & ROAD SHOWS- Variet IQUE MANAGE - The Last Of The Bed shill best

DRISKS-Whitewrite

STENE HORSEY - Hobs Work Gros (Capital)

BOLLING STORES—5 are Gets (Robing Stores) FOREIGNER—Deaths Vision (Missile) 100 WELSH - Red Sermonte Fields of Fritzell

DAWD-COLMOUR - (Cotumbre) BFRS FM - Dullacy Ft. Morth (from Sprocer)

THE RESTREES LONGSON .. SLANNISLAND HOTELS, MOTELS & HOART SHOWS - Vermon Ar Leit

BELLING STERES-Sunv Gets (Palling Str

SET PEPPER'S LONEL 1 HEARTS CEUBHAN O. Drighted South Ports - (150) FOREIGNE - Depart Young Alla CONTRACTA OFFICE

CHRES REA—Whatever Keppened To Denny Santan

FOREIGNER - Deutels Vision (Afrantic) BOB SCOCK & TRESH(VER HOLLET BAND -Stranger in Equal Capital)

FORFIGNER-Double Vision (Atlanti

BOB SEGER & THE SILVER BUILLET BAND-Stranger In Town (Capital) INF WALSH ... But Semouth: Enfes (Elektra) MMMS FM - Cleveland (John German)

KENT LOGGISS—Rightwatch (Calumbia)
 STONG TAMASH III—Dis Line From Paris (b)
 THE TAKKES KEADS—More Songs About

BORNACII PRE-Savertar (Batterful

AMMINISM - Life Beyond Lift (WIR)
#ESSE MINICHESTER - A Track Dis The Harry Se

LEON BUSSELL - Americana (Paradeer) NOLLING STORES—Same Gats (Marking Stores)
BAUCE SPRINGSTER — Dorkness On the Edge Of

MARKET MATER - White Hot & Shor (Short Short LEON RUSSELL-A

SET PEPPER'S LONEL I HEART'S CLOSE BANG PETENGABRIEL - detante

GATO BANDIERS-Tropico (A&M. MOLUMG STORES - Some Girls (Reliving Stores)
BRUCE SPRINGSTEIN - Gurkhers, On Ster Edge D

NY 182-FW - Ramons City (Was Floyd) TROOPER-Trick At Therms (MCA)
RETACORUBGE-Love Managam (AGM CHRIS BELL Whatever Hannered To Sens

ENLE- Mined Emetions (W B) PETERCABREL - (Migrale MOLLING STORES -- Some Girls (Horling Stores) JOE WILLOH - But Serrously Earling (Behtra) STREET LOCKSEL, Bushin sight Columbial

Midwest Region

TOP ADD ONS AMBROSSA - (Se Seyond L.A. (MTB.) BOD WIGGLITH - Support or (Sutherlie) GENTA BRIVAN - Unban Desire (17th Century) TOM PETTY & THE HEARTBREAKERS - You re

*TOP REQUEST / AIRPLAY

BOD SCIER & THE SHARE BULLET BANG

BREAKOUTS

CHRIS REA- 400 CHECK NAME—Need CERA!

on FW - Detret (for United)

TOWN PETTY & THE HEARTENEASERS—You re

POLICES STORES - Same Sets (But out) FOREIGNER-Double Victor (Atlantic) BONSCENSTHE SALVER BULLET BROW-

PMELO CRISIS - Worlds Award REM FM - Chrcago (Biob Golms) SANDE BROWN-Savage Metyen (London) ROWNEL MIRETA - Minda Mich & Mise (Blue Sky) AMBROSSA - L Co Bryand L. A. (Prill.) MODB MARTIN - Shots From A Cold Righton

SAMMI HACAS - At 8 ght Long (Cop4of) CATO BARROT III — Esspece (A.E.M.) BOLLUNG STONES — Some Circle (Volting Sto BOIL OYLAN — Street Lags! (Columbia)

HENDELMOUR - (Columbia) a U.R. -(Fir)dor) WLW(#M - Columbus (Steve Bureser)

PART MIR - Miletone (Magnet) CALIFORNIA IRM 2 - (Columbia) ANIMAL HD DSC/ Origin of Soundbrack - I MCR)

COSCC SIND - Next Of Education (Benefities) THE DEAD BOTS—the Keyer Come has You

BIFUCE SPRINGSTEEN - Durkness On The Edge Of Fower (Calumbia) ROLLING STORES - Some Girts (Rolling Stores) FORFICIER-Double Vision / Warn HOR SECRET THE SELVEN BULLET BANG -

WYSO-THI - Pitte-uryli (Stern Downs) AMBROSM - Life Beyond CA (N.B.) LEGSATER-(W.B.)

ROLLING STOR CS—Some Girls (Rolling Stores) BRUCE SPRINGSTEEN - Darkness On The Edge Of FOREIGNER-D

DOOSESERA THE SILVER DULLET BANG WOFM FM—Milwaukes (Jan Bellerin) BERROSS of the Revent LA (IEEE)

CONTRIBUTED Linear Dears (20th Century SUTHERLAND BROTHERS—Down To Earth

ROLLING STORES - Some Gats (Rolling Sto FORE ICARD - Double Vision) Atlantic) GENESIS—And Then There More Three (Atlanta 106 MALSH — But Serwesty, Folks (Elektra) KSG FW-St. Lesis (Ted Karbeck)

2008 MATRILL - The Last Of The Bottoth Rivers BOB McGR.PIN – Sa pentra (Butterfly) GOVY MANN—John + Depart (20th Ca

BOO SECENA THE SILVER HULLET BAND-MOLLING STORES - Same Carls (Roth

POREIGNER-Double New or (Atlantic) Southeast Region

TOP ADD ONS

CHRIS REA- IV

TOP REQUEST / AIRPLAY

CERRY REFERENCES TO

BREAKOUTS

NQEM FM - Lampa (Ricci Merilig)

MPLICE SPRINGSTEEN - Durkness On The Edge Of AMERICAGORS - Notice ROLLING STORES—Some Grids (Bulling St WAR OF THE WORLDS—(Columbia)

WSCE FM - Manhemetron (Ph.C.d.s.Marrie) ORIS NA-Walner II

BOD SEEER & THE SILVER BULLET BANK Shanger in Scum) Copders
RDUING STORES - Some Carls (Railing Shows) CORY MAFFERTY - City To City t Desired Art with

National Breakouts CHRIS REA-Whatever Happened To Benny Santini (Magnet/U.A.)

CREGG KIHR - Next Of Kihn (Beserkley)
THE TALKING HEADS - More Songs About Buildings & Food (Sire)
KERNY LOGGINS - Nightwatch (Columbia)

WAN JM-Jacksonville LR. Langles: B. Pollar · PETER GARRIEL-CRIts SAMMET HAGAR-AD Right Long (Copd of SAMMET PRINCAN - All Right (Long (Capital) AMBROSIA - Life Beyond F.A. (W.B.) THE TREATMENT MEMOS - More to ego Allered Buildings & Ened (Sure)

AFRICA In the Mutch Of the Market Country BERRYLOGGES-Harbourch (Columbia SILL CHENOCK- Badands (affairt) RICHARD SIPR - Tall Tales (Polydor) CHECKERS LANCOUR COMMONS

ROLLING STONES - Some Girls (Nating Stone EQULING STORES—Surve Gate (Noting Stores)

ALAN PARSONS PROJECT — Pyramid (Andra)

FOREIGNEN — Double Yaron (Allantic) BRUCE SPRINGSTEER-Dates BOD SEGER & THE SHAVER BULLET BAND MOLZ EW - Migani (Mischele Heberson) AMEROGIA - 1 Fr Bryond I A (W.B.)
 ODON ELEMINEE - Arabenque (ABC)

LARRY CARLTON-(WILL)

CHRISTNACE - Each to From To

* REMETLEGGINS - Mightweich (Colo HQSR FM - Tampa (Stove Huvinglim)

AMBROGRA-1 Se Depond I A (W B)

SOR DYLAN-Sheet Legan (Golumbia) CERRY RAFFERY - City To City (Guide)

+ MOUCE SPRINGSTEEN - Days norm On The Edge OT

AMBROSA-Life Beyond L.A. (N.B.) BUSSBALLARD-At The Third Stroke (Epic)

B.C. & THE SUBSHIBE BARD—MYN. Co You Love

FORE IGNER - Devote Yorkon (Affantic) 306 WILLSM - Het Samessly Falks (Élektra ROLL ING STONE S - Same Gels I Mails og Sa

. DES RESTREES ACRESCO - CONTINUADA

Northeast Region

TOP ADD ONS

TOP REQUEST / AIRPLAY

LEO SAFER - (N B)

BREAKOUTS

WW/W /M - New Load (Loss Morrott)

BARD OF MIT -- Potedor

CHEST, Of A., Whatever Managed Saffers

Sent-millingreet)
SEMMY HIGAM—All Bigne Long (Cop-foli GREEG KIMB—Higat (Ontabe (Besenbley))
RECHINO SIPR—Tall (place) (robotor)

CHARGE TEAT (DE "Anno Mon Merris (Épic MILDING" BORIES — Financia Septala (Fina) CHICH COREA — Enonda (Finydar)

BRUCE SPRINGSTEER - Ownness On The Edge O

BOD WeGILPIN - Supervier (Betterlie

ELVIS COSTELLO -- Thic Year 1 Model | Colo

ENTITIEN CLIMINATES - Dream Of A Chief (Pertr SAIL - Stage ong Out On Saturdes Regist (United

CARCO BORN - Nect Of Kidnes St. Carbon St.

BOLLING STOMES - Some Certs (Reding St.

PARL OC 60 EEE - Mondes Associated AAM)

THE CARD - I (Felton)

BAYO GO, MOUR - (Columbet)

HOLLING STONES - Sun a Co

Stranger to Engris Lapites)
WCMF EM - Bachester (Cary Wagple)

CHRES REA - Whatever Kappe

erser munchers true-All such the History Sul

LEON WISSELL - Arrest

(Magnet)

CARCA COREA - Feerida (Prieditt

NEWTLOGGES - Besterich
WATE PM - Bettmare (Los frager)

METALL — In The Mindels Of The Bigshi (Copylol) BOLLING STORES — Some Gall (Rathing Street) BOO SCORNA THE SELVEN BULLET BARD—

Stranger in Town (Capital)

• BRUCESPRINGSTEER - Duraness On The Edge Of

MEAT LOW - Bet Out Of Helt (Eng. Claveta 60 FW - Philadelphia (Jerry Stevens)

> SOLUMES STORES -- Some Carb 808 DTLAN - Street Lagal (Columbia BOO SEGER & THE SLIVER BULLET BARD-Stranger in Town (Capital)

FOREIGNER - Deuter Vouce (Branche) MCRQ-FM - Buffelo (John Telchoff) OHRS REA-Whatever Kap

MEATLOW - Bet Det Of Hell (Epic/D

FOREIGNES -- Couble Young (Minerter GREASE Original Soundtrack = (RSO)
 WUR FM - New York (D. BicRamerz / L. Rooman) . STIVE GUBBORS BAND-Down in The Stanto

KETH JAKKETT-Boy Bo (Imputer ABC) ROCHARD SEPS - Tall Tales (Pervent) LARRY CARLTON - (W E) LED SAYER- (N.B.) CMPLLD-Rings Around The Moon (Attentic)

FROM MORET - Columbus TOM PETTY & THE HEARTENEARERS-Tours NYSP FM - Philadelphia (Stophes Johnson)

GERRY RAFFERTY - Day To Day (United Artistic

BONDTLAN - Street Legal (Calumbia) BOLLING STORES - Same Carls (Bulling Sto DOB SECRET & THE SILVER BULLET BAND-

WPLN J W - New Horses (G. Woungsrift 'E. Wichonson') LED SAFER-OR B 1

1000 PRINE - Brossed Groupe (Applian) LINESCATOR TRANSPIRE DESCRIPTION MORE (Exc.)

BOLLING STORES, Some Griss Bulbon Store FOREIGNER - Double Yours (Affords) BOD SE GER & THE SILVER BUILLET BARD-

SPECE SPERICSTEDS - Durkness On The Edge O WSAN PM - Minstown (Buth Florence)

· GATE BARRIER, Tomortisher CRUSADERS-Images (ARC) COLUMN UNITON - Incress/Ford

ORGANISCS - Lackty From The Vallag (N

SCI PEPPER'S TOWETT HEART'S CLUB BAND

BLAR PERSONS PROJECT - Personal Live La

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Radio-TV Programming

Presley's Death Anniversary Programming

Continued from page 16 Burning," which features tribute anes. Other original Presley hits ilso will be included Aug. 16 the Las Vegas summer festival for Presley fans—and consequently avoided block programming.

RADIO MUSIC NETWORKING

ABC Presley Special Memorable & Moving

NEW YORK ABC Radio steps ack into network programming of a juste show Sunday, Aug. 13, with a arm tribute to Elvis Presley r uced by WABC New York DJ eorge Michael and entitled, "Elvis demones

Michael has put together a threeour program that is technically an nusically well produced Through atensive interviews that wrap round the music Michael has probon as an Elvis fan would ever want

The program features first-time nterviews with Presley's closest nends and associates, including his ormer wife Priscilla

The program starts off with an erwhelming introduction by Mi hael, who serves as interviewer and iost against a background of on Square Garden recording. But he high drama is tempered as the how moves into the meat of Pres-Instead of starting at the begin

ting Michael opens with "Until It's fime For You To Go." He follows this with "That's When

he Heartaches Begin," which Elvis flegedly sang in his first perform-nce in high school. Then come the first Sun record-

ags such as "That's All Right, fama" complete with anecdotes of tugust 1954 recording session from te people who were there It is then tat one realizes the extensive reearch that has gone into the pro-

By the time one gets to the end of with Elvis singing "Memones" is apparent Michael has put toether an outstanding program that all no doubt bear repeating on an The work Michael put into this in-

luded 124 phone calls over a period

of 115 months to track down the private phone number of Privalla Pres-

Michael began his work in the fall of last year. After he finally did reach her she rejected his proposal to participate in the show three times

How did he finally convince her? Michael explains, "I knew some of her close friends and some of Elvis close friends and they trusted me. I traveled around the country to interview several of them and sent those tapes to Priscilla

With these tapes and the endorsement of interviewees, Priscilla soon realized that I meant to do what I had told her"-to produce a frank, honest and accurate portrait of Presict

In all Muchael conducted 44 hours of interviews with 31 persons. He traveled to Hawaii, Las Vegas, Los Angeles, Nashville, Memphis and Cleveland numerous times to gather Michael says the program offers a

look into the inner circle-the friends who surrounded Elvis-and dispels dea of a "Memphis Mafia

"Flvis' close friends were not a hunch of tough guys." Michael says. But some of them do come off rather juvenile in their preoccupation with firecrackers. There are several references to the "Memphis Mafia" in the program, but one gets the impression the name was only used for its The program will be broadcast on

some 400 stations of ABC's Ameri can Contemporary Network from 3 to 6 p.m. The program, available in o, will be broadcast that way by stereo FMs on the hookup. To offer the show in stereo ABC is sending out disks rather than send it down its low fidelity network phone lines. Michael, when he is not produc-ing specials, handles the 6 to 10 p m

air shift on WABC.

through Aug. 15 will ask listeners to respond to Presley trivia questions postcard Each week, 50 winners will be drawn for prizes such as Elvis

posters, T-sbirts, etc On Aug 16, "two lucky winne will receive WAXY's "Viva Las Vegas" prize a trip to the Presi fest there Sept. 10, according to promo director Gay Levinson

The drawing will be made at a Ft Lauderdale club during the performance of Elvis impersonator Jesse King In Houston, KILT will re-air its

"Elvis Memorial" which originally was broadcast live the day of Pres-ley's funeral. Held at a local stadium, it drew 15,000 to hear testimonials, remembrances and Presley music performed by others.

The station at the time aired con stant Presley hits prior to and follow ing the show. But this time only or cassional airing of Presley material will promote the hour-lone show

Nashville's WLAC will air for the third time a three-hour special put together last year by its news depart originally the day after Presley died and was updated and repeated un

his friends, we may expand it to four hours this year," adds p.d. Mark

In contrast, WMAK-FM in Nash ville is not planning anything. "I feel like it's been worn to the ground," says n.d. Michael St. John "Presley says p d Michael St. John was very popular for sure. But I feel that after a while, to keep coming back to him this way can become a tive for the station."

While all the preceding outlets are contemporary or rock. Presley enjoyed his greatest successes the last five years of his career on country charts. Surprisingly, most country outlets while all planning some kind of observance are less flam-

Julian Breen, general manager of

programming for Greater Media, will chair the "Station Winners"

panel, to include WGN Chicago

Charlotte program director Andy Bickel, WSB Atlanta program direc-tor George Fischer, and WOR New

York operations director Dan Grif-

Gabbert will moderate the audio

ng engineers Harv

processing panel which will include Orhan Associates president Bob Or-

Don Dempsey, executive vice

resident of Epic Records, Portrait,

Associated Labels will then speak on

Career Crossovers-Broadcasting

The final event of the Forum, the

awards banquet, is scheduled for Saturday night: A lineup of top tal-ent will perform including Toby

ban and consulting Rees and Tom Nix.

rogram director Dick Jones, WBT

rary stations. Nashville's WKDA "will be doing a low-key tribute Aug. 16," says p.d. Dale Turner But it will be primarily through the music we choose to air. He explains that the station

(Continued on page 75)

Vox Jox

NEW YORK-Dave Martin, re-

arch director and assistant p.d. at RKO's WFYR Chicago, has resigned to take over programming ties at WBZ Boston Martin, who will make the move

within a month, says he regrets leav-ing RKO, but adds he could not find programming spot within the "It's not every day a 50kw station

like WBZ (A Westinghouse outlet) offers you a chance like this," he adds. Both stations are adult con-While Martin prepares to leave WFYR the station is putting to-gether remote broadcasts from the

Les Turner ALS Music Tent during the Chicagofest this month WFYR personalities will visit the ALS collection tent throughout the week, telling people about WFYR's

efforts to help the ALS (Lou Gehrig disease) Foundation collect musical onations for their Mamouth Music Mart in September Crawford Broadcasting, which

wns II stations and is headqua tered in Fluortown, Pa., has hired Jack Rabito, former station manager WKRH/WIVE Richmond, Va., In that post he will help direct national religious programming

Jim Richards joins WPVA-AM-FM Petersburg, Va., as music direc-tor. He reports that the FM is the only 24-hour country outlet in the

WB's Cornyn To Keynote At Billboard Radio Forum

Gay, chief of the compliance unit of the Federal Communications Commission's Complaints and Compliance Bureau: former FCC deputy

eneral counsel Larry Secrest, and James Weitzman, attorney from the FCC law firm of Stambler & A "Great Royalty Debate" will be

staged next pitting Recording Indus-try Assn. of America president Stan ley Gortikov against NRBA president Gabbert. The luncheon speaker for Friday will be Harry "Chip" Shooshan,

general counsel for the House Com munications Subcommittee, who will discuss "The Communications Act Rewrite-Its Impact On Pro-National Program Director for Charter Broadcasting Charley Lake

will moderate one of the next ses-sions on "On Air/Off Air Promoons-Make Your Station A Household Word Included on this panel are Betsy Bucken, promotion director of WXLO (99X) New York, promotion

nsultant Andy Frish WVOX/ WRTN New Rochelle president Bill O'Shaughnessy, and Starer Broad-casting national director of creative services for radio Dale Pon "Network Radio-The Future Of

Networks With AM Stereo, Stereo Satellite Transmissions" will be chaired by Gabbert and will feature a presentation by Mutual Broadting vice president Gary Worth

On Friday night those attending the Forum have been invited to be the guests of the Apollo Theatre, a m landmark, and see a stage show featuring Bohannon, BT Express and Sweet Cream.

Saturday events start off with Lake moderating a session on "AM Survival In The Age Of FM," which will include WMAQ/WKQK program director Bill Henney, WKTO Pittsburgh program director Boh Savage and Salamon

Radio Syndication-Its Rapid Growth And Importance" will include presentations by DIR presi dent Bob Meyrowitz. Westwood One president Norm Pattiz, and Progressive Radio Network president Rich Barna

Next come sessions on "The Rie Station Winners-Stations That Are Institutions And How They Survive In The Age Of Fragmentation" and "Audio Processing Ratings Versus

1979 Satellite Feed Of Monterey Festival LOS ANGELES-KRCA-FM in

traditional sounds. For instance, the

Los Angeles is working on a plan to distribute a live satellite feed of the station's most recent live jazz concerts have been Red Holloway and Sonny Stitl at the museum, Bobby Monterey Jazz Festival next year This year the station will be broad-Bryant at a Los Angeles city park casting live from the festival. Sept and Lee Ritenour at the Roxy 15, 16, and 17, for the fifth straight

Saul Levine, co-owner of the sta tion, says that initially he plans to have about six stations on the feed This year he will be broadcasting 20 hours of music from the festival KBCA is active in broadcasting

live jazz concerts, presenting a jazz concert every second week from the California Museum of Natural His tory, as well as doing shows from the Roxy Theatre.

"The main reason for the concert is to create some excitement. It adds a little change of pace," says Levine He says it is difficult to determine what effect the live concerts have on his ratings, though he adds that his research has shown that last year the Monterey broadcasts reached

KBCA plays a mix of contemporary electric jazz along with the more Van Dyke Voice On Opus Show

DALLAS Dick Starr, producer of Opus end-of-year radio specials, has named Charlie Van Dyke to narrate this year's eight-hour Opus top 100 countdown special.

Van Dyke is a veteran air person-ality of WLS Chicago, CKLW Windsor, Ont., KFRC San Francisco, KLIF Dallas and KJH Los

The special, nationally syndicated by Toby Arnold & Associates, will feature more than 50 artist interviews. The program, which tradi-tionally runs on New Year's Eve or

New Year's Day, is expected to run on stations in more than 200 mar

Case Studies By KENT BURKHART

ocation: Medium size Texas market.

2½ years ago Country AM with good signal desires to drop demographics from roblem: Station used a two-year plan of recruiting 25-34s by becoming the news, personality and information leader 1. Use tv. boards to promote popular jock-newsman morning

team. Use "fun" and "entertaining" promos and contests. Have Jocks "talk to" the audience as a friend, but with time limi-

Reduce network news during 9 a m.-4 p.m.

Increase local news concentrating on items of interest Re-evaluate "gold" music selections

Encourage jocks to be seen at public events.

Rework music, commercial and news clocks to be more content.

porary, wo-year plan worked. Station is number one English language station 18-49 and number 2 overall 12+ having increased about

Burkhart is a well respected programming consultant.

Tape/Audio/Video

3rd IHF Top Management Seminar Set

ing manufacturers for the first time, the third semi-annual Institute of nar is set for Oct. 24-25 at the Doral Inn here, according to execu-

live director Robert Gur-Ane Building on successful events fall in New York and this March in San Francisco, the seminar program for a more responsive sales forces to sell the new breed of audio consumer, national and state legislation making compliance with the new federal warranty laws confusing. burdensome and difficult; new ap-proaches to dealership financial management, and the serious problem of bait and switch ploys which turn off customers, notes Jerry Kalov, IHF president and head of Jen-sen Sound Lahs

Sports Illustrated will report on a tudy done under the auspices of the IHF market research committee. profiling the changing attitudes of teens and college students toward audio products as the opening sev-

Jon Kelly, president of Audio-Technica U.S., will moderate the next session on the sales training challenge, and the luncheon will feature a prominent congressman whose subcommittee has important

influence on the industry's future Afternoon session opening day, chaired by Jerry Henricks, Hitachi Sales Corp marketing/sales direc tor, audio components, is titled "The Warranty Waltz." Panel will include (Continued on page 40) CLASSICAL WFMT RADIO

Chi Syndicator Duping Tapes

CHICAGO-Today's acute : dustry emphasis on better audio quality has stimulated WFMT here launch its own tape duplication Beginning in September the radio

station's stable of syndicated programs will be duplicated in-house, using \$100,000 in new capital equiperal manager

Two Studer master decks and 30 Revox slaves have been ordered by the radio station, says Nordstrand The new operation will be housed in a facility separate from the radio station, he says

Recordings of Chicago Symshony Orchestra and Chicago Lyric Opera performances are syndicated by the station, in addition to its Studs Terkel Program

N.Y. AES IS

NEW YORK-Led by a group of

British firms exhibiting for the first time in the U.S. on their own, the

61st Audio Engineering Society con-

vention has literally filled every

available nook and cranny at the

Waldorf, Astoria here for its Nov. 3.

The record 129 companies incli

the first time on their own, or make

ing their initial appearance at the

East Coast AES, according to Jac-

queline Harvey, exhibits coordina-

nearly 25% appearing in the U.S. for

one ratios, allowing the syndication of Dolly tapes for the first time You can't use Dolhy with high

speed duping," observes Nord-strand "The stations were saving they wanted Dolhy copies," he adds An eight-to-one duplicating ratio had been used by Charles River Broadcasting (WCRB, Boston), outfit handling the WEMI load, says

Nordstrand. "They've done a good job, but we're concerned about petting the best possible reproduction," ex-

plains the station manager Nordstrand says the new facility is

expected to be functional in time to hegin duplicating the new season of Chicago Symphony broadcusts. The transcription series, in its third year, will feature recordings the orchestra made in Carnegie Hall, and in Berlin, London and Salzhure

is the fact that at least 25 firms are

taking sound demo rooms to occupy

the entire 12th floor, with one taking

three rooms, and nine others taking

Examples of the "nooks" occu

nied include Pacific Recorders &

Engineering with an 18-inch by 11-

foot wall area. Kenwood Electronics

with a 6 by 8-foot alcove, Stellavox

on the landing to the last tier. Wire-

works on the stairwell and Polyfonic

Sound Industries with a corner by

the stairs, in addition to its demo

Some traditional faces will be

including Sennheiser and

SRO

formances taped for the station outside Chicago's Orchestra Hall.

According to Nordstrand, the demand for better quality tapes has been mounting, with WFMT already involved in one-to-one dubbing on special order

"We find more and more sta are demanding high quality dubs," reports the executive more people are quality conscious and there's more money to spend on better hi fi equipment," he adds.

Nordstrand says substantially less tape hiss and tape flutter and better signal to noise ratios are available with one-on-one dubbing

Jim Unrath, WFMT director of operations, will oversee the new operation The general manager notes that the facility is also open to handle outside work

CMC Chain Into Video For Test Of Mart

CMC Corp. begins a new phase in its marketing this month with the introduction of television receivers and videocassette player at its new Houston supercenter

The new outlet in Houston's Memorral City Shopping Center becomes the first in the multi-state audio chain to display video hardware. The new 5,000-square-foot store also features a projection tv room, ac-cording to the company

CMC spokesman Tim Kunish says the company's move to video comes in anticipation of the advent of new tape and disk reproduction tems that incorporate both high fidelity audio and video, such as the Sony Betamax with its digital audio compatibility

We're looking at two or three years down the road when combination home entertainment systems in-corporate video and audio in disk tape," explains Kunish.

CMC indicates plans to open additional stores carrying video. Kunish says, noting the chain has be-gun a special training course to orient sales people to the video

Color tvs by RCA, GE, Panasonic. Sharp and Midland are displayed in the Houston store. Panasonic, RCA. GB, Sony and Sanyo videocassette recorders are also stocked.

The outlet also features a range of home and car stereo products, with separate listening rooms for car stereo, mid-range audio and "no compromise" systems. Audiophde recordings will be carried at the outlet-another CMC first. Kunish of

Devices (TAD), Tandberg of Amer ica. TDK Electronics, Studer Revol Amenca, U.S. Pioneer Corp. and Woram Audio Associates Harvey notes that exhibits are oc-

Record 129 Firms Set For

61st Convention Nov. 3-6

cupying the entire ballroom floor of the Waldorf as well as the first and second tiers, in addition to the sound rooms. A few small demo areas are still being sought by a list of firms on "standby Coming on the beels of the biggest

West Coast AES ever this past from the exhibitor demand alone she is anticipating a record turnout for the November meeting which officially launches the AES on its 30th

Bozak, Harvey notes, and Liberty/ UA Tape Duplicating is now in with Capitol Magnetics which acquired FBI Raids N.J. Distributor the duping assets-but those open-SOUND ings were snapped up quickly The expanded British group in cludes the following firms on their

own at AES for an initial showing in the U.S. Allen & Heath Brennall Ltd. Audio Kinetics [UK] Ltd., Calrec Audio Ltd., Future Film Developments. H H Electronic, Industrial Tape Applications, KEF Elec-tronics, Klark-Teknik Research Ltd . Raindirk Ltd. and Tannoy Audio Communications Ltd

Other firms making their AES debut here include Grampton Reproducers Ltd., Kenwood Electron Lift Modular Devices, Mericka Audio, Peter Struven GmhH, Polyfonic Sound Industries, Symetrix Inc.

First-time East Coast AES exhib stors include AB Systems, Aphex Systems/ITX Inc., Deltalah Research, Furman Sound, Heino Ilse mann GmhH, Micor International Midas Audio, Swintek Enterprises, Uni-Sync and Ursa Major

Major sound room space will be occupied by Panasonic with three denio suites, and two each for Electro-Voice, Gotham Audio, Infonics Lexicon, Micor International, TEAC Corp of Soundstream, America, 3M Mincom Division and

Also occupying demo rooms are Uni-Sync. Lift Modular Devices, Sound Industries TAPCO, AKG Acoustics, Audioarts Engineering, Community Light & Sound, dhy. Ferrofluidies Corp. Neutrik, Peavey Electronics, Sansur Electronics, Scully Manufacturing, Sony Industries, Technical Audio For Alleged Bootleg Films BURLINGTON CITY N.I. cording to an affidavit filed with the Theatre Vision, one of the first deal

ers in the South Jersey area to heav ly promote sale of prerecorded video cassettes and video recorders was raided by federal authoriti who confiscated more than 700 movie cassettes, including master copies of "Jaws," "Star Wars," and "Annie Hall" among other popular

The videotapes were seized July 27 by FBI agents with assistance from local police The agents had obtained a search warrant from U S Attorney Robert Del Tufo and issued by the US District Court in Newark

titles

The master cassettes confiscated federal authorities say, can he used to make additional copies of each ie, giving the confiscated matenal a potential retail value of more than \$1 million

Thomas Emery, special agent in charge of the I/BI office in nearby Trenton, N.J., says similar alleged hootleg operations nationwide are causing serious economic difficulties for the filmmaking industry which is selling rights to its major films at Emery says that although no im-

mediate arrests were made, the case has been turned over to a Federal grand jury and indictments are an-An FBI agent purchased several videocassettes at the local store, as

warrant. Theatre Vision which advertises its wares heavily in the South Jersey newspapers, adjoins a Toyota new car dealership on Route 130 and both firms are owned hy John Pann, the affidavit says The FBI spokesman reports the

ter a Pennsylvania man called the Bureau and said he had purchased videotapes of "Bamhi" and "Star Wars" for \$65 each. The FBI says in the affidavit that its agent was allowed to study a list of 150 fdms to help bim decide what be would like Also confiscated by the FBI was

gation was started in May af-

electronic equipment which author ities say was used to make the alleged bootleg copies of the master

FBI spokesmen say they had checked out Theatre Vision's newspaper ads. They say Theatre Vision had legal permission from copyright holders to reproduce the movie title that were mentioned in the ads. but that agents discovered a number of allegal tapes at the store such as mas-ter tapes for hits like "Jaws," "Oh "The Godfather II" and "The Pink Panther Strikes Aguin

The FBI says the illegal masters were apparently made from cable television broadcasts of the films A complicated formula was used to determine the gross sales potential of the master cassettes confiscated in excess of \$1 million.







How to tell a Maxell cassette from an unreasonable facsimile.

It has come to our attention that we're both being ripped-off.

Some unscrupulous individuals are putting our good name, or something similar (Maxellite) on poorly made counterfeits.

And while we've been able to put a stop to most of them, we haven't been able to stop all of

what separates these cheap imitations from the aenuine article.

Their tape window, for example, is made of a substance that resembles sandwich wrap, instead of heavy-duty plastic. Their leader is made of cellophane and serves no purpose. Ours has a unique nonabrasive head cleaner and arrows that tell you which direction the But you can. Simply by knowing tape is traveling. And their cassettes are held together with alue or four screws, instead of five like ours.

But the two easiest ways to tell our masterpiece from their forgery are the letters HM on the silver tear strip. And of course, listening to the cassette itself.

After all, they may be able to duplicate the looks of a Maxell cassette. But they'll never be able to duplicate the sound.

maxell

Rep Rap

Inter Carn of Miami Lakes Fla. named rep of the year for 1977 by the consum roducts division of BSR(USA) Ltd. At the same time, the R. Mark Markman Co. of Van Novs. Calif was named rep of the year by the ADC professional products group of BSR

The David H. Brothers Co., Inc., Baltimore was cried as IVC's 1977 78 national rep of the year Four rep firms in the lour regions of the performance." They included the David H Brothers Co., Inc., for the Eastern region, Bor sett & Lee Corp., Minneapolis, for the Midwestern remon At Mockau & Associates, Dallas, for

the Southwestern region and Profit Lines, Boul der, for the Western region. The awards were made at the recent CES in Chicago. The home entertainment division of US IVC Corp. has also designated three new rep organizations to handle its recently expanded home enterlain ment line Audio Marketing, Inc., San Jose Calif. will cover the territory of Northern Califor nia and Northern Nevada, Larry Sinclair & Associates, Messouri City. Tex , will cover the multistate area which includes Texas, Dillahoma Louisiana, Arkansas Mississippi and Weslein Tennessee and the R.A. Albrecht & Co., Inc. Rochester Mich. will cover the state of Mich



It's just not true. Nick. Not since Checkpoint developed the first total anti-shoplifting system for music retailers.

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Presenting to introduction of the sale

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of Maxell Corp. of America is officially dedicated by president Tadao Okada, left, and Gene LaBrie, vice presid sales, at recent open house in Moonachie. N.J. In addition to housing sales, marketing and technical staff personnel, the facility offers more than 40,000 square feet of ware house space, above, for sound recording tapes, data products, dry batteries and other items that comprise the bulk of import output for the U.S market. Shown in the stacks is more than \$6 million worth of audio cas settes and other products, according to LaBrie. He also notes that there's plenty of room for the firm's antici pated entry into the home video cassette market early in 1979.

MAXELL MOVE-New headquarters

METROSOUND IS NAUTILUS U.K. DISTRIB

LONDON-Metrosound Audio Products, distributor of Crystal Clear direct-to-disk catalog here, is now to distribute direct-cut disks in the U.K. from Nautilus Recordings of Shell Beach, Calif

The deal covers not only Nau itself but other U.S.-distributed companies. Early product includes "In My Pocket." first direct-cut item on the Coherent Sound label, jazzman Victor Feldman and "Schu-bert's Symphony No 5" by the St. Paul Chamber Orchestra on the

Also included "Natural Life" from ASI, direct-cut jazz, and a re-release of "First In Line," by singerwriter Randy Sharp on the Nautilus All titles retail here at \$20

Audiophile Recordings

TOGETHER AGAIN-FOR THE FIRST TIME-Mel Tormn, Buddy Rich, Century Records CRDD1100, distributed by Century Records,

This exciting pazz encounter is depicted brilliantly overall, though a big compromise is evident in the handling of the treacherous balance of soloist and orchestra. The direct disk production freats Torme's voice well and pro-vides plenty of sizzle and sonic bite, however if consistently undervalues Rich's big band, with the instrumental sound thin and lacking in real low frequency energy. For many listeners these criticisms will pale beside forme's ingenious, beautiful arrangements of songs like "Blue-sette," "You Are The Sunshine DI My Lite," and "Here's That Rainy Day," the singin's one of a kind way with the material, and some dynamic interaction with Rich notably on the rave up freatment of "Lody Be Good" that closes out the album Surpnsingly, it's the duo's liest appear ance together on record and the sparks do fly however the disk can't honestly be regarded as he real thing in audiophilia Multi track master tages of these sessions presumably were cut as

6.4 million, valued at \$272.1 million

First quarter imports of phono-

graph/record players, turntables numbered 2.5 million, valued at

Japan shipped a total of \$547.3

This represented a decline of \$18

million from first quarter 1977, when Jupan contributed 65.7% of the \$565.2 million total. Part of the

decline is due to reduced import of

Japanese color ty sets, under the ad-

ministration's Orderly Marketing

Agreement with that country, effec-

Countries with the largest in-

nillion in audio and video products, accounting for 58.3% of total im-

Andre-Technica, \$15 list.

to search far and wide to hear a better recording of clarinet, trumpet and vibes, for example. The trick is the amazing lifetike quality of the sounds, with the ensemble balance extremely realistic Star Japanese clannetist Eiji Kitamura is featured, and the difficult to record liconom stick sounds as if it's in the room with the lis-tener. Programming is good Japanese copying of pazz standards, one side in a ragtime mold, the other a re-creation of wintage Benny Goodman combo swing

IAZZ AT LONG WHARF—Doug and Mark Levinson, Bill Digart. Mark Levinson Acoustic Recordings, Vol. 7, distributed by Levinson, \$15

lidelity provided by careful production corded at New Haven's historic Long Wharl Theatre this tribule to the late liming Garrison bassist with the John Collirane Quartel, is best doplay of the tine's individual and combined tall ents. Doug Levinson's right hand only piano of the linchpin with solid efforts from brothe Mark's bass and Elgart's percussion array. Less successful is side A's. The Other Side D. Jenny," although the closing section provides from the attractive collegraphic cover for do

sues of Feb. 11, 25; March 11, 25; April 8, 22; May 13, 27; June 10, 24; July 8, 15, 29.

ophile Recordings for review should be sent to Alan Penchansky, Chicago, and Stepher Traiman, New York. Earlier reviews appear in is

Studio Unshutters LOS ANGELES-Landry Video

Systems has opened here as a pro-duction fucility specializing in recording and taping artists. For a total package price of \$1,750, according to Girard Landry

president, the firm will provide up to three six-hour sessions of multitrack recording time in a fully equipped professional studio and produce a high quality color video-

Audio/Video Imports Rise 9% Over 1977 1st Quarter WASHINGTON-First quarter

\$63.3 million

1978 imports of audio and video electronic products were valued at 5938 million, a 9% increase over first-quarter 1977, but well under the 1976-7 first quarter leap of 32%. the Dept. of Commerce reports.

Videotape machine imports in-creased by 40% in quantity to 125,000 units, and 159% in value to \$65 I million. Auto radios, tane recorders/play

ers and phonograph/record players/turntables each increased in quantity by less than 49. First quarter unit increases for these categories

respectively were 3.6%, 36% and Auto rudio units numbered 13 million, valued at \$46.5 milli

Discwasher Session

LOS ANGELES - the Lonis Bellday and Tuesday (14, 15) at Wally Heider Studios for Discwasher Recordings It is Discwasher's sec and direct disk effort Jeff Weber is

creuses in value shares were Mexico up 3.4% for first quarter 1978 over lust yeur's January-March period. totaling \$46.5 million. Taiwan up 2.3% to gain 14.4% of total, with first quarter value of \$1349 million, and Canuda up 1.4%, with consumer electronic exports to the U.S. totaling \$22.1 million.

tive July 1, 1977



Billboard's 1978-79 INTERNATIONAL RECORDING EQUIPMENT AND STUDIO DIRECTORY brings clients straight to your studio door...at any time of day...any time of the year!

Your advertisement in this unique, heavily used, year-round industry reference will place your studio's name and facilities in easy reach of:

- Leading independent and in-house Record Producers throughout the world.
- Major Recording Artist-Producers who are constantly touring and looking for new studios in your area for on-the-road recording, rehearsal and remote toulities.
- Music Publishers, Managers, Agents and others whose business involves preparation of top-quality demos of their clients' work.
- Advertising Agencies and their lucrative television and radio commercial accounts.
- Film Industry Producers, Composers and Music Editors working on location, on soundtracks, and on special projects.
- Over 9,000 Radio Stations and Programmers world-wide!

Billiboard's 1978-79 INTERNATIONAL RECORDING EQUIPMENT AND STUDIO DIRECTORY is unquestionably the least expensive and most potent sales agent for your studio's services. The unrivalled reach and incredible shelf-life of this unique industry directory can turn a good year into a great one.

You cannot afford to miss this year-round, international sales and promotional opportunity.

Book into Billboard's book and fill up your own.*
It's an inspired idea.

*Reserve now for the best Directory position for your geographical area. Contact your local Billboard Advertising Representative today!

1978-79 INTERNATIONAL RECORDING EQUIPMENT AND STUDIO DIRECTORY Issue Date: October 28, 1978 Advertising Deadline: September 29, 1978

Billboard.

Brooklyn Retailer Thrives Under Street

NEW YORK On the street where John Travolta walked at the heginning of "Saturday Night Fever." a business exists to supply almost all the hardware neces

Heavy Custom Sound & Light, operated by Rick Coseia, is located on the site of a former bowling alley on 86th St. in the Bensonhurst see tion of Brooklyn

Coscia says he chose the helowgreet-level location two years ago recause of the added security and the deterrence of window shoppers

A 22 hr. 28-foot showroom is localed at the entrance to the business and is set up like a small discotheque. Mirror balls rotate from the center of the ceiling and are sur-rounded by various lights.

"It's basically a total disco setup says Coscia. "We're not like a regular audio store that sells home equit ment," he points out. "We sell only

Coseia has six staffers and keeps his business open six days a week He also schedules appointments to fit the unusual schedules of many disco operators

Several AAL speakers are set up at one end of the dance floor appo site a Showco Pyramid unit Dynaco and BGW are also represented in the

Heavy Custom Sound & Light also sells the entire Meteor line of lighting and sound controls, and all products manufactured and distributed by Lights Fantastic and Diver-

A Later Snake Lite in four colors is set up along one wall amid other lighting effects, while surrounding the mirror balls in the ceiling are chasers, rotating pin-spots and colored lamps. Coscia expects to add "rainlight" spots shortly

(Continued on page 62)

INDIANA UNIV.

4th Pa. Hi Fi Stereo Expo

INDIANA, Pa.-More than a dozen area retailers and some 60 audio manufacturers or their reps are expected at the fourth annual hi fil stereo symposium Oct. 17-18 at Indiana Univ. of Pennsylvania bere, according to coordinator Frank Viggiano Jr., consumer services

Sponsored by the Student Coop erative Assn. at the school and ices advisory council, a departmental student group, the event is held in the Student Union Building on

The strictly "non-sell" show, intended basically as an educational seminar on audio, is free to both manufacturers and the public, Viggiano notes. Past attendance has ranged from 6,000 to 8,000 and has included students, faculty, staff personnel and area residents

The manufacturers come for two days to exhibit their equipment at this mini version of the Consumer They bring product literature, bro chures, educational programs and audio/visual packages with them."

Success of the initial event three years ago led to interest from other campuses, with Viggiano preparing an outline for similar shows to be run in conjunction with a consumer services program oriented to effective audio buying. Further details are available from

Viggiano at 112 Ackernian Hall, Indiana Univ. Of Pennsylvania, Indiana Pa 15705

U.K. Harrogate Sound Fest Set

opens its doors Aug 19 with a com pletely restyled show laid out on the ground floors of no fewer than nine ates, three interlinked halls and a theatre in the town's exhibition center, and five neighboring hotels

In this way the organizers, Peter Hainsworth and Stan Smith of Exhihition and Conference Services. hope to provide easy access and draw an attendance on the two public and two trade days exceeding last year's 25,000 Since it started in 1970, the show

has grown into a major audio show case, despite its location in the provincial North of England, and trade than ever, despite or because of the currently soft state of the hi fi market

Display space is entirely soldout, with all leading names represented. Firms include Aiwa, AKG, Ampex. Firms include Aiwa, AKU, Ampex, Bang and Olufsen, Grundig, Gar-rard, Hitachi, JVC, Maraniz, Na-tional Panasonic, Philips, Rank, Sansui, Sanyo, Tandberg and Tosh-

Tape Duplicator

ndeccassette displicating and fulfillment serv ices to support Afried Artists Video Corp.'s entry the home masket this latt Appl 100 litms in the catalog including "Papillon, "The Man Who Would Be King." "The Betsy Man Who Would Be King," and "The Story of O," will be in the initial to brary, with new release product to come into the mart several months after lirst run theatres, starting with "The Wild Geese" Anticipated pricing is \$60 to \$80 on Beta or VHS format, about \$10 higher than existing Magnetic Video poices for its 20th Centery-Fox 50 title library. with dealers asked for each in advance or COO On new films one dealer may get an exclu on the indepocassette release for an initial sales period at a premium price-similar to the theat

Newest member of the Videotape Production Assn. is Dealin Productions, a New York hased state of the art canabildies and 24 hour one

IHF Seminar

· Continued from page 3 representatives of the FTC, legal

professions, manufacturers and retailers, covering all aspects of the confusing new federal warranty act and its relation to state and local warranty legislation I wo workshops held concurrently

on sales training and audio compo two earlier panel discussions, will

ending the day Oct 25 morning panel on the esmoderated by Barry Shereck, financial vice president at U.S. Pioneer Corp Windup panel on the but and switch problem will be moderated by IIII president Jerry Kalov, featuring the views of manufacturers

son for IHF member personnel and retailers, and \$175 for non-member manufacturers Full details are available from Gertrude Murphy IHF marketing seminar registrar, 489 Fifth Ave. New York 10017

Radio-TV Programming Radio Helps RCA & Reed Cash In On 2-Sided Hit

And Down" single from the move "Smokey And The Bandit." Jerry Reed's RCA double-sided single "I Love You (What Can I Say)" backed with "High Rollin" is Hallam says that the publicity buildup for the movie also figured prominently in his decision to add the record to WEEP's playlist. one instance in which a two-sided release worked for the benefit of both the radio stations and the

"It was being heavily advertised in all media," he said, "so I looked at it as free publicity

Copies of the record were sent to WDAF in Kansas City, WHN in New York and KTBS in Los Angeles as well as a couple of other stations where it was also added to playlists. The initial excellent response

from the stations programming "High Rollin"," coupled with the strength Reed has developed as an actor from films like "Gator" and "Smokey And The Bandit," sug-gested to RCA that the song should he released as a single as soon as pos-Rather than hold "High Rollin"

for the next single and perhaps lose the momentum for it, RCA chose to include it on "I Love You (What Can I Say)" and reservice it to the (Continued on page 46)

SALAMON NOT ENTHUSED

Cite Pitfalls In Country LP Format

LOS ANGELES-While albumoriented country programming is being embraced by several major market outlets (Billboard, Aug. 5, 1978), there are pitfalls to the ap-

record company.

But ironically "High Rollin"

was not originally scheduled as the B-side of "I Love You (What Can I

Say)." Reed had planned to hold the

movie theme song from "High Ball-

in' " for a future release, however

when the film came out, the song got

immediate listener and radio station

Among those who saw a preview

"I felt it was a good song when I

heard it, and I looked at it as an 'up

says Hallam. "I played it at night

and it got some pretty good phones, so I figured that it could be the same

kind of hit as Reed's "East Bound

record-a male record, if you will

of the movie was Dene Hallam, pro-

gram director of WEEP in Pitts-

A leading country programmer in New York and soon in Los Angeles as well has backed away from album-oriented country formatting due to an unsoccessful experiment.

Ed Salamon is p.d. for Storer Broadcasting's popular WHN-AM country outlet in New York, as well as national director of radio programming and consulting p.d for soon-to-be country KTNQ-AM in KTNQ will switch from Top 40 to

straight country in the fall-not album-onented progressive, although it was considered. "I don't believe it's possible to do LP-oriented progressive country and straight country on the same station," he save and, although I think it's possible to develop a working album country format, I don't think one has emerged yet.

Prior to joining WHN and Storer in 1975, Salamon was p.d. two years of WEEP-AM and FM, a simulcast country operating in Pittsburgh. In an attempt to bolster sagging eve ning audience, he programmed a hlock of progressive. LP-oriented country from 7 p.m. to 1 a.m.

"We ended up splitting our radio station," he says, adding that a new audience of 18-24 males joined in the evenings. "But we alienated our

KMPC Talent For Sept. 23 Show Set

LOS ANGELES KMPC's ninth annual "Show Of The World" has set Glen Camphell, Pat and Dehby Boone, Nelson Riddle and his orchestra and the Kids of the Kingdom from Disneyland as the fi acts. The show at the Inglewood Forum Sept. 23 benefits the Permanent Charities Committee, local organi ration Other acts will be named with several KMPC disk jockeys acting as hosts.

target audience of 25-49 and 35-49. which burt our overall weekly ratings."
He believes straight country hits

presented in a manner which fits the lifestyle of the audience" is the key. "In L.A. and New York, there are few 'country cousin' types, so you shouldn't present the music that way It's like the difference between a pickup truck type of sound and that of an LTD we're shooting

Bubbling Under The **HOT 100** OI-SHAKE & DANCE WITH ME, Con Fund

102 - HONEY I'M RICH, Raydio, Aristo 0353 103 - MOONLIGHT SERENADE, Tuxedo Junctio

104-1 JUST WANT TO BE WITH YOU, Floaters.

105-CAFE CREME, Discomania, RSO 899 105-NEVER MAKE A MOVE TOO SOON, B.B.

107-LET'S GO ALL THE WAY, Whispers, RCA

108-SMILE, Emotions, Columbia 3 10791

109-HOT SHOT, Karren Young, West End 1211 DANCE (Deco Heat) Selector Factors

Bubbling Under The Top LPs

202-AURACLE, Glides, Chrysalis CHR 1172 203-REITH MARRETT, Bog-Bee, ABC-Impulse

204-LIPSTIQUE, At The Discotheque, Salsoul

205 - VARIOUS ARTISTS, Go, Live From Paris, Is 206 - THE DEAD BOYS, We Have Come For Your

207 MASS PRODUCTION, Three Miles High

208-SILVER CONVENTION, Love to A Sleeper,

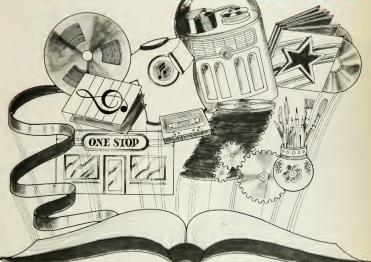
209 PAUL WINTER, Common Ground, A&V

210-STONEBOLT, Stonebolt, Parachute 9006



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> Date of Issue: September 23, 1978 Advertising Deadline: August 11, 1978

BULIBOARDS 1973-79 LYTH RYATTOYAL BULHR'S GULDH

NASHVILLE-British promot Mercyn Conn plans to expand his international country music festival concept into a new nation next year

and possibly stage the first such festival behind the Iron Curtain The new country is Germany, and the Communist country possibility is Poland, according to Conn, head of he London-haved Mervyn Conn Organization, Ltd.

The festival, which originated 10 years ago at Wembley, will now spill wer into a 10-day period. The 11th International Festival Of Country Music will be held at Empire Pool. Wembley, April 14-16, 1979

The festivals will then be taken to oteborg, Sweden, Oslo, Norway Helsinki, Finland, Rotterdam, Hol land, and the new site, Frankfurt Germany. The first international isic festival in Germany will be held at the Festhalle, April in Goteburg, the Helsinki Ice Stadiuni, Aboy Stadium in Rotterdam

and the Ekeberg Idrettshall in Oslo. After spending a week in Germany setting up the new festival site

Conn cumments, "This is a tre mendous breakthrough I'll be going back Sept. I to meet with the record companies in helping to get April named country music month in Germany The festival will also be tele cast on German television, accord ng to Conn Ty has also been set for Holland and Wembley

Conn will be traveling to Warsaw Poland, soon to meet with govern ment officials in efforts to set up an international festival in Poland. hopefully for 1979 "This would be our first international country music festival going to an Iron Curtain country, he notes.

Talent on the festivals will be

Past shows are still being aired claims Conn. Last year's Wembley Festival is being carried as six 40 minute programs over the BBC. A senes of 10 programs on country music with George Hamilton IV is slated for October and November. BBC-TV is planning specials by Kenny Rogers, Carl Perkins, Don Tammy Wynette and Dave & Sugar

Conn is lining up a major tour called "Nashville Cavalcade" with Billie Jo Spears, Ronnie Prophet Lloyd Green and Vernon Oxford. Wynette will be making her first mafor tour of Europe in two years, start ing Sept. 6, and playing 12 key cities in Britain through the 21. Conn remains bullish on the inter-

national prospects for country mu-sic "For the right kind of artist, it's an unlimited market Certain cor panies won't find out if it's worth while if they don't put the records in the markets," he adds, citing one problem that has been holding back

the international growth of country Looking ahead, Conn sees future growth for his Mervyn Conn Of America Productions which has a new LP by Carl Perkins produced by Felton Jarvis, an album by Ray-mond Forggett, a British act pro-duced by Nashville's Larry Butler, and a newly signed writer-per-former, Richard Ross, who will also

be produced by Butler Conn's company has gone into co-production with Westwood Producns in shooting eight country music (Continued on page 44)

Canada Booming NASHVILLE-The hoom in

country music in Canada continues unabated. Nashville's Top Billing Agency reports it has booked 62 ap pearances for its acts in Canada th far this year Top Billing acts set for Canadian appearances are Jim Ed Brown and Helen Cornelius, Don Gibson, Jack Greene and Jeannie Seely, the Kendalls, Tom T Hall, Red Sovine and the Kitty Wells

INTERVIEW LPs BY E/A NASHVILLE-Some 500-600 art-

ist interview albums have been sent out to major dailies, consumer and trade publications and radio stations across the country by Elektra/Asy lum's Nashville operations.

Designed as a more person supplemental tool for hiographical or interview material, the stereo I Ps feature comments by roster artists on the most commonly asked questions relating to their careers and range in length from 12-27 minutes.

Each individual LP, available currently on Eddie Rabbitt, Stella Parton and Hargus "Pig" Robbins, with others forthcoming on Sammi Smith and Vern Gosdin, is packaged in a white alhum cover with inclu ons of a biography and publicity

photo for vivual aid Depending upon their effec-reness, label officials may consider updating the LPs on an annual asis, but note that they will be continued with new artists



FESTIVAL ACTS—Larry Gatlin, Eddie Rabbitt, Earl Scruggs, festival producer Tom Moon and Gary Scruggs congregate backstage during the Nashville Music Festival held recently in Columbia, Tenn. Top artists on the entertain ment lineup also featured Tammy Wynette. Kenny Rogers, Merle Haggard, Danny Davis and the Nashville Brass and Don Williams

Scorpion Holds DJ Copies Until Stores Are Serviced

wn distribution, Scorpion Records lans to put its product in the mai ketplace before servicing radio sta

Citing the problem of getting the the consumer hears the records and heads for a store. Slim Williamson president of Scorpion, plans to in-sure the product is available before ccording to Williamson, the new

Ronnie McDowell single "Animal" was available in record stores one week before deejay samples arrived at the radio stations

Formerly distributed by GRT Records, Scorpion will continue uswhich handled product for GRT ind, in some cases, will be going back to its original distributors. "In the case of country product

independents can get the records the areas and smaller shops which move a good portion of country product," says Williamson ry product," says Williamson These markets are overlooked by the majors which are pushing only pop, rock and major country acts A THIRD PLANNED FOR '79

flexible. The roster includes Liz Anderson, Jesseca James, Rebecca Lynn, Ronnie McDowell, Bruce Mullen, Pete Ray, Brian Shaw, Jean Shepard, Billy Walker and the Wilhurn Bron

National promotion is under the direction of Marty Williamson, with Mike Borchetta retained on a regular basis and other independent pro-

moters used on various records Williamson produces most of the Scorpion acts: Current Scorpio chart climbers on the Billboard Hot Country Singles chart are "Animal and "I Just Wanted You To Know by Ronnie McDowell and "Music

Music, Music" by Rebecca Lynn. Material for Scorpion artists should be sent to Randy Moore who

is in charge of the publishing wing and screens material for the label's

Quality Records. Checkmate Reclease of Scorpion product in other

Wheeling Jamboree Attracts 34.000 NASHVILLE-Planning is

derway for the third annual Jam-borce In The Hills festival near Wheeling, W Va , following a turn-out of 34,000 at the 1978 jamboree, Sponsored by Jamboree USA and Columbia Pictures Industries, Inc., Jamborce In The Hills '78 was

ermed an "unqualified success" Fred Keshner, vice president of Co lumbia Pictures Radio Broadcasting and F. Glenn Reeves, executive producer of Jamboree In The Hills The event was held at the 150-acre

Brush Run Park, 15 miles west of Wheeling in St Clairsville, Ohio Among the performers were Moe Bandy, Bill Anderson, Roy Clark

Buck Trent, Dick Curless, Crystal Gayle, Dave Dudley, the Blue Ridge Quartet, Mary Lou Turner, Mel Til lis, Dave & Sugar, Charley Pride Stella Parton, Ronnie Milsap, Barbara Mandrell and Tom T Hall.

Officials noted the giant event went smoothly with no arrests made during the entire weekend Some 800 recreational vehicles were camped in a newly developed camp ing area and thousands of fans flocked to the shaded reception tents to seek autographs.

Besides the logistics of the enter tainers and staging, Jamboree offi-cials directed the food operations that totaled four tons of spare nbs. 15,000 chicken halves, 70,000 hot dogs, 2,500 kegs of beer and 60,000

cups of soft drinks.

the Columbia Pictures Industries Wheeling properties, attributes the success of the show to the reputation of "Jamboree U.S.A.," a weekly live country music show with a 45-year The show is broadcast over WWVA, the 50,000-watt Wheeling station owned by Columbia Pictures Industries, Inc.

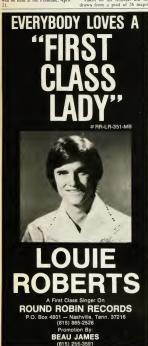
Imeup for Jamboree In The Hills '79 will be made within the next few months, according to the event's ex-

Tucker Wraps Film NASHVILLE-Tanya Tucker has

completed work at Universal Stu-dios in Los Angeles, making her motion picture debut in the NBC movie for television, "Amateur Night. Slated for airing in November, the picture also features a song written by Tucker and her producer, Jerry Goldstein

Head For Fairs

NASHVILLE-Roy Head joins the galaxy of Jim Halsey Agency acts hitting the fair circuit this summer. Head has fair appearances slated through September. Among his upcoming dates are in Marshall, Tex: Norman, Okla.; Princeton, Ark. Tulsa, and the Yellowstone Exhibition of Billings Mont.



"ROSE COLORED GLASSES"



John Conlee's First Chart Single Top 10 Across The Board BB-7* RW-9 CB-8*



Nashville Scene

eming dates with Ogod Soul of "Starsky & The pair was featured in country shows at the Mill Run Theatre in Chicago and the West bury Music Fair on Long Island The ler danaires, original backup singers with Elvis Presley, are returning to the road during August for a lost of two southern cities with Annua

Charles McCords non Monument consta "Fan And Tender Ladies," is delie tely a total Charlie

McCoy record McCoy picked the song, worked up the arrangement, produced and engineered the recording session, played all the instru ments and saeg all the vocals. The tuee is an old hisegrass standard unities in the 1930s the third consecutive year, the Statler Brothers have been chosen most popular group by

Wendy Holcombs, in Nashville to tape he fourth appearance on "Pop! Goes The Country," sweed Larry Gatlin onstage for a bluegrass ren dilion of 'Broken Lady Guy Colosacco Icol first place for his song "I'm Losing You" is the WBCS / Keetucky Fried Chicken songwishing con Colocacco's sone will be recorded by Barbara

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Johany Rodriguez was all home in Nashville when he received a call from a person identif ing himself as Barry Gob-phoning from Paris France Threking that it was a practical joke Rodriguez was healty convinced that it was Barry Gibb He fold Rodriguez Ihal the Gibb brothers enjoyed his vocal style and want soon arrived in the mail and Rodneyez inch et on his newest Mercury LP, "Love Me With All

Bill Medley, formerly of the Righteous Broth ee recording at Jack Clement Studios. ne Nashville with Larry Butler producing Linned Artists songstress Billie Jo Spears is also and Billy Sherrill expineering. This same colla-Riseket De The Ground " And Canacom's se for the label at the Nashwile facil dy The LP is sel for release at the end of Au

Ian Las Vegas, with Roy Clark, Barbara Fair child will headline a series of major fairs northern U.S. Friday (11) she'll be at the Mottat Couety Fair in Craig. Colo . Salurday (12) Fair child appears at the Yellowstone Exhibition in Billings Mont and Aug 13 she heads for the

Sume Allerson, whose Warner/Curb siegle We Belong Together" stars at eumber live on Bribaard's Hot Country Singles Chart this week is back on the mad after a bout with oneumonia set to tape "That Good Ole Nashville Music" and

I P at the end of August Canescorn artists a pearing on the album include the Marshall Yucker Band, Elvin Bishop, Sea Level Allman Brothers Band and Stillwater Other ena Rhythm Section, Charlie Daniels Band, the Out Fear out of the top 13 songs on Billbr

Hot Country Singles chart June 24 were cut a Rodge Boys took over the No 1 spot while Ren nie Milsap, Randy Barlow and Barbara Mandrell mber 8, 11 and 13 spots respec Invely Rex Collier has been named sludin super viser of the facility and Steve Goosetree, a grad orneram has somed as sludio entitleer

Conn's Intl Festival • Continued from page 42

programs for commercial tv in the

end? "In future years, I can see France and Yugoslavia added," he predicts. "I can see this taking over a hree-week period, finishing up in 10 European countries and making a solid base for country music in Eu

Billboard Hot Country Singles

· STAR PERFORMER-Singles rep DDF_Artist 100 157 157 ä YOU DON'T LOVE MI 39 BAR WARS-freddy Meller THE FEELING'S SO RIGHT 10 -Box Emg Wollen: Con Brie 137 (Miljex, ASCA) 쇼 NO LOVE HAVE 1-6at Seven I FOUGHT THE LAW-Hook Williams In t TALKING IN YOUR SLEEP-Crystal Copie 曲 WHO AM I TO SAY-States Brothers YOU SNAP YOUR FINGERS (And I'm Back in Tour Hands) - During Mine Back in Tour Hands) - During Mine 72 WE BELONG TOGETHER-Supe Blame ONLY ONE LOVE IN MY LIFE-Rooms Mittag YOU NEEDED ME-Anne Marray 81 THIS MAGIC MOMENT—Seed to Raye
(Perfora Dominate Good Facilities (New Yorld)) 19 MUSIC, MUSIC, MUSIC-Reterra Lynn 72 LET ME YAKE YOU IN MY AAMS AGAIN-James Burner AGAIN-James Burner AGAILLIS (Stone Bridge ASCA) 12 12 PLEASE HELP ME I'M FALLING (In Love With You)-- Jame Fracin chibritism High Columbia 3 10361 FROM SEVEN TILL TEN/YOU'RE THE REASON OUR KIOS ARE UGLY-6 BABY BLUE-Ring Lower IV U Bouwers (Scondames 451) (RSD) (Mass ACCAP) 仚 83 仚

ROSE COLOREO GLASSES-toto Contro 2 TONIGHT'S THE NIGHT (II'S Gonna Be 75 78 Ainght)-Roy Head (8 Sewart) MEC (2383 (Stree ASCAP) THREE TIMES A LADY-Rate Harvell LIKE IT—Keeny Regen IK. Rosers, S. Siessneyes I United Admits 1210 (M.) 13 RAKE AND RAMBLIN' MAN-Our William 11 77 79 2 OONT LIRE CHEATIN CAN I SAY/HIGH ROLLIN'-James Bood

FLL FINO IT WHERE I CAN-Jury Law Law 습 HELLO! REMEMBER WE-toly Sweet ø LOVE ME WITH ALL YOUR SINGLE AGAIN - Gay Street of Streets BCA 11297 (Fener) Note BM1 由 HERE COMES THE HURT TALK TO ME-Freddy Fender THE HUSY YAKE IT OUT 50

BOOGIE GRASS BANO-Compy Terty KAY - July Mesley Ryles IN Malor ARC 12375 ras BEAUTIFUL WOMAN - Charle But (8 Wilson S Davis & Sherol) East 0 50562 (Algee EMI) 51 12 PITTSBURGH STEALERS-TH- Sendolfo COME SEE ME AND COME LONELY-Date West 12 WHEN CAN WE DO THIS AGAIN-T.S. Sheppard IC Fishum 5 Proctime (Sine (MIC) BLUE SKIES-Was Nation

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You)-sensey Bencan IB Shores S Davis G Sottent Columbia 3 18783 37 THAT'S WHAY MAKES THE 13 IUKEBOX PLAY—Mor Bandy LET'S SHAKE HANDS AND COME OUT 51 ANOTHER FINE MESS-Elen Compbet NO SLEEP TONIGHT-Randy Burlow

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76

WOMANHOOD - James Wynette 57 I'VE ALWAYS BEEN CRAZY-Wayton Jones 60 60

IF TOU GOT TEN MINUYES (Let's Fak in Love) — Joe Stampley I'M Dubes, 1 Petrod1 (pt 850535 (College, ASCAP) BETTER ME - Tommy Overdreet I JUST HAD YOU ON MY MINO-DUTY

HELLO MEXICO (And Adios Bahy Yo

PERNY ARCADE - Grely Lane UNDEACOVER LOVEAS-Stelle Parter WITH LOVE - Nor After to

JUST KEEP IT UP-Barrel Selts THE DAYS OF SAND AND SHOVELS—aut Stockey (D. Morch & Bornool MCR 420/3 (Fr Gen. Bitt CAAIBBEAN - Sonny Somes

IF THE WOALD RAN OUT OF LOVE 70 Highty—Jun Ed Brown Helen Cornellin IB Meves IN Lores S Witter A Michael RCA 113 SABC Dunhol BMP-American Broadcasling ASCAP | 73 67

DO IT AGAIN TONIGHT-Lary Erths I WANT TO BE IN LOVE-Joby Mark 84 90

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DON BUAN - BBy "Crash" Emilions I JUST WANTED YOU TO KNOW ANIMAL - Comes the Decell

M. M. Decell is Mr. County Scorpen 8553 (Brow
SSAN Book SSAN)

LOVE, LOVE, LOVE/CHAPEL OF LOVE - Sandy Popp 11 McCrae S Mighe B Soney F Spetter J Barry E Gormachi Marser Bros. St.10 (Deschappel Bibl)

WHISPER IT TO ME - Bobby G. Bor

I STILL BELIEVE IN LOVE-Charles Roll

\$60 Olf CK-Lewe Withon Without Charles BM

HOPFLESSLY DEVOTED TO

OU SHOULD WIN AN OSCAR (Every Hight)-Duck Potest (C. Potest). WCA 40344 (Pooker Potesto BM) (1 Wassa) LOVE MY LIFE AWAY - Judy Miller 15 Petropi Lips B MSSE (Sir Continuents, 881)

57 CHEVAOLET - Biller In Square YOU MEAN THE WORLD

THERE AIN'T NO GOOD CHAIN GANG-Johnny Cash & Raylos Jonnings 64 Bytum D Rebys Columbia 3 USFAZ 1844

BOW MY HEAD (When They Say

FRCE) - Basel Barter & O. Morgan: ES 164 (CRT) (PLGen No. Chem. 857 AP. FAIR AND TENDER LADIES-Clarify sector (N. Carter). Manument 45 254 afternormal alculus

SWEET FANTASY-Boddy Barchers TEAR TIME - Bow And Sagar AL Countribute ACA (1.322) (Forest Hids. BMI) MOTEL ROOMS—Lette Gund Wilson.
U. Checkryl, 1. Maracle G. Wilson. Epic 8 50577

TVE GOT AN ANGEL (That Loves Me Like YOU CAN COURT ON ME-Bood After Con THE LONELY SIDE OF THE

BE YOUR OWN BEST FRIEND- Say Street PUPPET ON A STRING/(Let Me Be Your) TEODY BEAR-Dru Prodey S Tepor & Berett R Man & Love) BCA 11371

SHOW ME A SIGN -- An Chestral TM THE SOUTH-Eddy Areald

FIRST ENCOUNTER OF A CLOSE RIMO-ton Bresh LOVE DON'T HIDE FROM ME - Magh E La SHE'S LYING NEXT TO ME-No. Moore

I BELIEVE IN YOU - Mar TO IS Cannon & Dunlage MEA 401 Galler SWAF Canage on SMIT WHEN A WOMAN CRIES- Somme O'Bas

THE PERFECT LOVE SONG-Durwood Moddook WHY DON'T YOU LEAVE ME ALONE—Jory Doos (1 Dawn) MIC 1217 (Doose SW)

I NEVER MEANT TO HARM TOU - was the

Epic Records is pleased to welcome these prestigious artists to our label.



Country

Country Collage: a new look at the Country Music Hall of Fame and Museum

COUNTRY MUSIC FOUNDATION

Trustees Project Group's Growth

NASHVILLE-Buoved by record shattering attendance, the Country Music Foundation plans to add more exhibits, construct an audio lab and expand the foundation's of-Meeting at the BMI offices in

Nashville, the hoard of trustees of the Country Music Foundation reviewed the past year's accomplishments and made plans for further developments in the Country Music Hall of Fame and Museum and the Country Music Foundation Lihrary and Media Center.

Displayed were a redesigned Hall of Fame area-with a construction price tag of nearly \$40,000 and a major artifact exhibit titled "Coun-

try Collage "
"These two features really finshed off the expansion we hegan

PLATTER DATA:

Recorded On:

LS167 (GRT)

Produced By

CHARLIE BLACK

Written By: THE BRYANTS

BOUDLEAUX & FELICE

Published By:

HOUSE OF BRYANT

Charted By

ALL TRADÉS

Programmed By:

DAMN NEAR EVERYBODY

THANK YOU!

PUBLISHING (NASHVILLE)

executive director of the Country Music Foundation. "We're going to keep on changing exhibits to keep

the museum exciting for those the museum exciting for those who've already seen it. Attendance for the first half of 1978 was up 25% for the Hall of Fame and Museum, with some 250,000 visitors touring the site. A projected attendance of up to 600,000 was forecast for the entire

Three new exhibits are planned for the museum: a computer exhibit dealine with sones and sonewriting. a demonstration of how stringed in struments work and an exhibit titled the aid of mirrors, the latter exhibit enables visitors to see how they would appear in a country music performer's costume.

The Country Music Foundation Lihrary and Media Center is scheduled to build and equip a state of the art audio lab for listening to, and re-recording, 78 r.p.m. disks. The cen-ter is set to catalog the library's col-lection of some 73,000 records.

Beneath the Hall of Fame and Museum, the foundation's offices will be expanded A storage area will he converted into a conference room The new facility, which seats up to 50, will be used by the Country Music Foundation and will be available for special conference and music industry use. "We think word of mouth is a pri-

mary reason for our success," re-marked Joe Talhot, treasurer of the "It's reflected in this seco straight year of substantial attend-

RCA & Reed **Bag Unplanned** 2-Sided Hit

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400 INDH

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We've had several singles

Are You Sure Hank Done It This Way' backed with 'Boh Wills Is Still

The King' that were listed both sides

28

33

stations as a two-sided hit. Commercial copies were also pressed to include both songs.

As a result, many of the stations that had taken "I Love You (What Can I Say)" to the top five in their markets then added "High Rollin" to their playlists and found it to be successful also.

Having two sides available gave radio programmers great flexibility sing a Jerry Reed record to play "I Love You (What Can I Say)" had exceptionally strong female response and "High Rollin suited programmers seeking to

Rare as it is, however, Reed's in not the first two-sided ingle RCA has worked successfully The company, according to director of marketing Joe Galante, has had other recent success on records which received split airplay



TITLE-Artist, tabel & Number (Depoted by Late)

STARDUST - Willie Nelson, Calumbia of 25205

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| ı | 2 | 2 | 7 | WHEN I DREAM-Crystal Gayle, United Arists DALA 858 H |
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| ı | 3 | 3 | 9 | ONLY ONE LOVE IN MY LIFE-Roonie Milsag, ICA AF11 2780 |
| ı | 食 | 9 | 3 | LOVE OR SOMETHING LIKE IT-Knowy Rogers, United Article LIK LA 963 H |
| ı | 5 | 4 | 11 | IT'S A HEARTACHE-Bonnie Tyler, ICA MILIZOZI |
| ı | 6 | 6 | 29 | TEN YEARS OF GOLD-Kenny Rogers, United Artists UA LA 835-H |
| ı | 女 | 8 | 16 | ENTERTAINERS ON AND OFF THE RECORD—The States Brothers, Meeting \$58915007 (Photograms) |
| ı | | 5 | 9 | ROOM SERVICE-The Oak Ridge Boys, ARC 1965 |
| ı | 9 | 7 | 9 | OH! BROTHER-Larry Gatin, Monument MG 7626 |
| ı | 女 | 1.2 | 26 | LET'S KEEP IT THAT WAY-Anne Mutray, Captal ST 11241 |
| ١ | 11 | 11 | 30 | THE BEST OF THE STATLER BROTHERS, Mercury 54M 1 1937 (Phonogram) |
| ı | 女 | 16 | 18 | VARIATIONS-Eddie Rabbitt, Gette 68 127 |
| ı | 13 | 10 | 28 | WAYLON & WILLIE-Waylon Jennings & Willie Nelson, NO. WI 17505 |
| ı | 女 | 18 | 4 | HONKY TONA HEROES-Conway Twitty/Loretta Lynn, IIICA 2272 |
| ı | 15 | 13 | 18 | EVERYTIME TWO FOOLS COLLIDE—Kenny Rogers & Dettie West, tirese Artes (ALASAN) |
| ı | 16 | 14 | 6 | I BELIEVE IN YOU-Mel Tilles, was 2764 |
| ı | 17 | 15 | 42 | HERE YOU COME AGAIN-Dolly Parton, RCA NY.125AA |
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GREATEST HITS-Linda Ronstadt, Autom 7E 1002

BARTENOER BLUES-Goorge Jones, (pe st 25414

WOMANHOOD-Tammy Wynette, Epc R 154C

HEARTBREAKER-Dolly Parton, SCA MIL 1 2797

COUNTRY 807-Den Williams, and but 80 70%

THE BEST OF GENE WATSON, Contro ST 11782

LOVE ... AND OTHER SAO STORIES-Bill Anderson, MCA 2311 TRAE THIS JOB AND SHOVE IT-Johnny Paycheck, Epc 45 75045

QUARTER MOON IN A TEN CENT TOWN-Emmylou Harris, Name Dru

CHESTER & LESTER, GUITAR MONSTERS--Chet Athins & Les Paul, 10

DON'T BREAK THE HEART THAT LOVES YOU-Margo Smith, Record Stor.

WANTED: THE OUTLAWS-Waylon Jennings, ICA N/L 1 1317

THE BEST IS YET TO COME-Johnny Duncon, Columbia NC 35451

I WOULD LIAE TO SEE YOU AGAIN - Johnny Cash, Calonbu FC 35313

SOFT LIGHTS AND HARD COUNTRY MUSIC-Mor Bandy, Columbia SC 35258

· Continued from page 40

strengthen their male demographics

and have been number ones," Ga-"We've nau several singles my Waylon Jennings: "Wurlitzer Prize' backed with 'Lookin' For A Feelin'." 'Mamas Don't Let Your Bahies Grow Hp To Be Cowboys' backed with 'L Can Get Off On You' and

"Elvis always had double-sided singles-four or five number ones in singles—four or rive number ones in the past two years. Most recently, Dolly Parton had a number one with a two-sided record, 'It's All Wrong But It's All Right' backed with 'Two



Everyone looks up to Willie Nelson's new single, "Blue Skies."

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cial renewal: international development of Musidisc-Europe, with the creation of three subsidiaries and affiliates in Belgium, Great Britain and Holland, and the multiplication of foreign distributors.

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Sonet, Denmark.
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Valintatalo, Finland.

FRANCE 1978: The Future Has Never Been Brighter



Cerrone-his "Supernature" album has sold almost 250,000.

By HENRY KAHN

There is an obvious feeling of irritation within SNEPA, the French record business syndicate which covers the disk and cassette fields, when the actual production of recordings is re terred to as "an industry.

Francois Minchin, recently-elected SNEPA president, insists tirmly: "Pressing disks is an industry, but producing them is not. A recording is not a can of beans and should not be treated as such

Industry or not, there is no doubting that records are truly big business in France now, and the future has never been brighter

In 1977, 132 million phonograms were produced—the tigure breaking down into 55 million singles, 72 million albun and 15 million cassettes, representing a financial turnover not including tax, of somewhere around \$316 million. If the ndiculously punitive French Value Added Tax of 331/3% is added on, then the French public spent substantially more on disks and cassettes. But the French market is far from reaching a saturation.

oint and the record industry expands at an average of 15 20% each year. Last year's increase was an unexpected 25% uptum over 1976, a statistic which surprised most record companies. There is confidence that the French industry will

soon reach a sales level commensurate with that of the U.K. Despite the somewhat prejudiced view that French pop mu is not at heart an international product, exports here in 1977 reached a \$70 million tally against just \$20 million in 1976. Imports amounted to around \$30 mil

Now 1978 has produced two important changes which may well give added power to exports and, at the same time, push up expansion prospects on the home market.

The first is generally called "the French sound." It indeed a true "French sound" exists, and this is by no means universally accepted, then it stems from the disco trend linked with

high-quality and inventive electronic music Names completely unknown in territories like the U.S. just a few years ago have now become established. Jean-Michael Jarre, Cerrone and others now sum up French music to record

When Claude Carrere, a French independent producer, announces that for the first half of 1978 his turnover has jumped by 48%, half of which comes from exports, then he leaves no room for doubt that the "French sound" is very

The second vital development is the decision by the French overnment to lift orders about retail price maintenance Once the ceiling is off record and other prices, then turnover must improve further. This is expected in October, following a period of severe control over prices for three years.

These two factors are expected to boost the French music industry in terms of steady advances, but it is impossible to

Among the "hard-liners" is Jean-Marc Bel, of K-Tel Inter national. He insists "We shall pay great attention to the French sound.

K-Tel is a virtual newcomer to France and has brought inde pendent distribution to France. Seven independent distribu-tors cover around 80% of the market and a debut package of 20 tracks includes all the big successes of well-known French nger Michel Fugain

But K-Tel has local problems. Television advertising for rec ords is banned in France and K-Tel relies normally on this form of promotion. But it does have at its disposal peripheral radio such as Luxembourg, Europe No. 1 and Monte Carlo, as

well as the press. Bel has decided to concentrate on four categories. One is

Disque D'or

Further proof of increasing French influence in the U.S. has sen through the gold disk award there to French group Santa Esmeralda, for its release "Don't Let Me Mis stood," produced by Fauve, a French-based label. This was the tirst U.S. gold disk to go to a French group.

teen albums, mostly made up of disco sounds, another is the field of hit recordings by one artist, put out in compilation form; another is the concept album idea, and then comes the oldies area, including such defined areas as classical rock

The larger record companies are enthusiastic but less tevenshiy so about the disco scene, and it is generally ac cepted that this kind of music is "atmosphere" to be enjoyed in specific areas. Built on a strong beat, it attracts dancers. Yet Eddie Barclay, head of his own record business con glomerate, says: "Disco really is dance music for people who cannot dance." He prefers to refer to it as a "gadget," which is a "Franglais" word for gimmick.

But disco is a French sound because all the elements which contribute to its success were actually present in France 20 years ago.

Louis Hazan. Phonogram chief in France, likes to relate the story of how, 20 years ago, he was in America and described disco clubs which were called names like "Whisky Galore," or Whisky a Go-Go.

There was less dancing in those days. It was more a matter of buying a bottle of booze, which was kept in a locker, and sitting back and enjoying both music and drink

These clubs were opened in Paris, and in the Cote d'Azur, mostly by a man named Paul Pacini, and Hazan was able to give his U.S. colleagues a rundown on how they were operated and the extent of their possibilities

Let Me Be Misunderstood" is the first U.S. gold disk to go to a French group.

Says Hazan: "Everyone laughed at the very idea of this Maybe one old hand in the music game held back his laughter. But though these clubs passed on eventually, they were replaced by today's discos, and now people in the U.S. have the cheek to ask if we have any discos in France.

But back in those days, Barclay realized the possibilities of these clubs. Bernard de Bosson, now with WEA (Filipacchi Music), was then with Barclay Twelve albums were specially produced for Pacini and his "Whisky A Go-Go" niteries, with one side being rhythmic and the other blues. Promoted wa an attractive logo, they sold well and even in those far-off days. proved the value of discos as a promotional media for the cord industry.

However they did well only in France. Other countries tound the tans just wouldn't look at them. This is further evidence that in the early days when discos were really in an intancy stage, France had an enthusiasm for them and this surely has eventually laid the toundations of the "French sound," with its emphasis on the disco scene

Bernard de Bosson says. "The Ritchie Family helped to put disco on the map with 'Brazil,' produced by Henri Belolo and by Jacques Morali, both Frenchmen And there were others, like Donna Summer, who made her first disco record in France, 'The Hostage,' which sold 500,000. It shook no foundations in the U.K. and Germany, but it was certainly a great seller in France Since then, "Love To Love You Baby" has contirmed the

French disco sound, which differs from that of the U.S. disco production, based more on the blues. Claude Carrere likes to think that disco is more European,

rather than singularly French. He believes it emerged out of boredom, a loss of interest in the stale old sounds. And there is no doubt that his greatest achievement was introducing Sheila, barely known outside France, to the international star

It was Carrere who had the idea of putting the disco sound and beat into "Singin" In the Rain," a mix that resulted in one of the most remarkable worldwide successes in recent years Carrere now claims proudly that Sheila is among the top tive

in French exports to the U.S., and she has already recorded in studios there, with a group known as Sheila B. Devotion. Looking ahead, Carrere insists that now is the time tor new talent to break. He has an all-girl three-guitar group called.
Clout, plus a disco group called Belle Epoque, and is involved in a new Italian disco band, Matia Bazar. Also rated is Space.

He believes the whole disco situation will evolve turther and quotes Sheila's latest, "You Like My Fire," as an evolutionary milestone (Continued on page F-11)

Henry Kahn is Billboard's correspondent in France

SNEPA the Syndicat National de l'Edition Phonographique at Audionsuelle, is preparing powerful battle plans in the tight against the increasing quantity of pirated product being imported and sold in some French retail qui

retail outlets.

In France, illicit bootleg
recording of live concerts is not
particularly evident but the
recording of duplicates from records and cassettes, and of ra

dio programs, is growing tast and a special investigation into the whole business is on the way.

The development of the cassette market has, in a way, been a tremendous encouragement to the pirates. With credible

disks hard to reproduce, pirated cassettes are now all too common. One area is what might be termed the "artisan" trattic. This is generally confined to small local areas. Orders are taken

One area is what might be termed the "artisan" trattic. This is generally conlined to small local areas. Orders are taken and shope, mostly small ones, supplied, but the area in which the trade exists is limited. But there is a tendency now for out-lets especially set up to place the prated product over ever whether the product over the product over the product over the product of the product over the product of the product of the product over the product of the product over the product

SNEPA certainly feels this kind of traffic contains the germs of a much vaster business and notes the way it is making deeper into ads into the industry.

Pirate techniques are being perfected and that in turn encourages turnover growth and, with protection against the illegal traffic so inadequate, there is a very real threat to the record companies.

The French public knows little about this trattic. Therefore SNEPA is marking "information" as a priority. It is aiming a propaganda campaign directly to the consumer, pointing out that the action of buying pirated cassettes is equivalent to buying stolen goods—and a second point is that it triads to en-

courage unemployment within the orthodox industry.
Certainly most of the fraudulent merchandise is well presented. Four-color cartons are used and, for the bulk of the general public, there seems virtually no difference between

the prate product and the genune article There may be desappointment when the cassette is actually played, for the quality of fether mediocre, particularly in sound terms. But even then it seems the average French buyer rarely bothers to take any action.

It can also be argued that the name embossed on the cassette should give a clue as to its pirate origins. But it appears that the fact that lictitious names are used is rarely noticed by the cus tomer. In any case, some cas settes present perfect copies of

the names and logos of well known companies so that it is virtually impossible even for the inquisitive and curious purchaser to realize it is a take, certainly until the sound quality is

ressed Another aspect of the pirate trade is that in virtually all cases the goods are sold without relevent invoices, and this means not ax is paid. This is a potential danger in legal terms, but it does not deter many traders who allay suspicion by not selling at too low a price. It the price is too low, it draws the attention of the authorities

The bulk of the pirate traffic in France comes from inputs tor France, having never ratified the 1961 Rome Convention, offers a kind of freeway for this kind of commerce. Phonometers are the pirate freeway for this kind of commerce.

like France
The copyright society SACEM, the Societe des Auteurs,
Compositeurs and Editeurs de Musique, is closely concerned
with the light against piracy and with SNEPA works closely
with the customs services. But despite this generally determined activity, SNEPA insists the threat to the legitimate industry has never been so green been.

A recent inquiry here showed that 70% of the catalogs sold to the very considerable Arab population is pirated product and there are deep tears that this situation may become gen-

The syndicate shifl awaits parliamentary action by way of debate on putting a special tax or levy on blank tape in France, a partial solution that easts in some other countries. An earlier proposal that cassette recorders and players should be specially taxed was thrown out in France, mainly because it was considered quite inadequate.

Finally realizing that it had to take up arms itself. SNEPA has arranged to set up its own investigation. It is hoped that the police authorities will help in every possible way since this terpol, with its headquarters in Paris, has already passed resotutions calling on the world police forces to watch the piracy problem closely and take all necessary steps to combat it.

There will be further appeals to the government to raitly the Rome Convention. Newspapers will be mixted to tell the public the facts about piracy and its implications and there will be pamphiest righting certain "show-bit." misconceptions suggesting that fillier recording is nothing more than a joke problem, and that it is somehow "clever" to take part in it. Bome in mind is the fact that about 80% of the blank tape.

bought in France is used for recording music from other sources—so that the damage done to the legitimate record industry trade is enormous.

SNEPA, in basis, believes that under existing circumstances the one sure way of deteating the pirates is for the public to be careful when offered cheap product and apper-

cate the quality is probably bad, to heed the appeals about preservation of an artist's creativity, and so suppress the prate market in France by the simple expedient of not buying the illegal wares.

The ideas to help fight the battle continue to pour in. Oness

The ideas to help fight the battle continue to pour in. One is to protect cartons and paper used in cassette/disk production by watermarks, in the same way as banknotes are protected.

But the warning signs are there and there is no doubting that industry action against the pirates is being stepped up. At the root of it all is the need to rail inational and international agreements to be properly implemented. That and adequate sanctions and punishments against those who are caught infringing the law.

The french independent company BAGATELLE Record Production and Music Publishing







BAGATELLE, the french home of Bob Dylan, Manfred Mann, Carlos Santana, Country Joe McDonald, Carly Simon, Todd Rundgren, Uriah Heep etc. Publishing Companies

> Bagatelle, 10 rue Washington, 75008 Paris France Cable : Bagatelmusic - Phone 359 42 56 Brigitte Bertholier-Spahn - Denis Bourgeois



INTERNATIONAL HITS

Substitute Clout



Solo TuMathia Bazar



Rio de Janeiro Gary Criss



CARRERE

The French Revolution



Francis Dreyfus (above, circle) the man behind Jean-Michel Jarre (above)

time was the domination of the extended play record—a tour track 45 rpm product in a tour color sleeve which was costly to produce and whose main achievement was to delay the im-plantation of the single and the LP. The fact that EPs survived m France long after they had lost favor in other European countries was to a large extent due to the fact that French record buyers were buying artists rather than songs

The tidelity of French fans to their idols is almost ferocious in its intensity and this enduring loyalty coupled with the deeply engrained traditions of the French chanson, have all ways in the past combined to make the French market pecu harly resistant to foreign product and the French industry a particularly poor exporter of songs and more especially, art

The French top 10 for July 20, 1968, reveals only one inter loper- 'Jumping Jack Flash" by the Rolling Stones at num ber nine. The other positions are occupied by such durable French artists as Johnny Hallyday Mireille Mathieu. Sheila Pierre Perret and French-based Greek acts Nana Mouskouri and Aphrodite's Child (with Demis Roussos). In other weeks of that same year the names Joe Dassin, Claude Francois, Gilbert Becaud and Sylvie Vartan recur Look at the charts five years later-and the principal names

are Johnny Hallyday Mireille Mathieu, Sheila, Pierre Perret Nana Mouskouri, Demis Roussos, Joe Dassin, Claude Francois, Gilbert Becaud and Sylvie Vartan

And in 1976? Claude Francois, Sheila, Sylvie Vartan. Johnny Hallyday and so on.

This remarkable conservatism on the part of the French public not only inhibits the penetration of foreign product, if also makes it extraordinantly difficult for new talent to emerge in France—as is observed elsewhere in this section

Of course over the last 10 years some new names managed to break through-Gerard Lenorman, Mike Brant, Ringo Fredenc François, Michel Sardou Dave, Christophe Veronique Sanson and Julien Clerc, to name a few—and as far as foreign product is concerned there has been the continuing pheni enon of Pink Floyd, whose albums sell fanfastically well in France and, more recently, the acceptance of the huge inter national hits of Abba, but by and large the French market and French production have remained massively oriented lowards the French show business establishment-that is, until the first rumblings of the French music revolution were heard

something over a year ago. It was at about that time that a number of young independ

ent producers recognized that the way to conquer the infer national market was to produce an international sound—a re alization no doubt hastened by the success of German product by Donna Summer, Giorgio Moroder Boney M Silver Convention and others

One of the earliest into the field was Henri Belolo, producer of the Ritchie Family, who had fremendous Stateside success with "Brazil," Best Disco In Town" and "Life Is Music." That was the beginning of a run of success for Belolo who also scored with Patrick Juvet s 1 Love America and Village People's "Macho Man." produced with Jacques Morali, which went gold in the U.S. within three months of release

Another great proper in this field has been France's most successful independent producer, Claude Carrere, who has masterminded the career of Sheila since her early '70s schoolgirl hit with "L'Ecole Est Finie " It was Carrere who de veloped a whole new strain of singles product five years ago with artists like Ringo and Romeo, aimed at capturing the teenage audience before they developed a predisposition for the established artists, and if was Carrere who launched Sheila on a new disco career with an inspired update of "Sing ing In The Rain," and scored heavily with Belle Epoque whose fotal sales lop four million

On a totally different tack, Francis Dreytus provided further international prestige for French product by discovering and promoting Jean-Michel Jarre, a brilliant exponent of electronic music whose "Dxygene" was an enormous success

Says Dreyfus "For years there were plenty of imitators in France but few real creators. The radio stations constantly programmed the established artists and it was almost impos sible to get airplay for an instrumental artist like Jarre. So we promoted him through hi fi shops, through clubs and discos and also through jukeboxes. The public began to realize that there was more in recorded music than the limited output they heard on radio

Now more creative people are breaking through-artists like Patrick Juvet, Christophe and Jarre and it seems at the moment that everything which is French is suddenly in vogue internationally. However, I don't know how long it will last That reservation on the part of Dreytus underlines the fact that the so-called "French sound" has absolutely nothing to do with the traditional French style of popular music Leaving aside genuine innovators like Jarre, the French sound is an amaigam of international pop styles with a strong disco ori entation and it would be quite wrong to suppose that it is sweeping the country. What it has achieved however, is greater international recognition for some of the bright young. And now, after Jame, comes Plastic Bertrand, France s an

wer to the punk rock movement and the creator of "Ca Plane Pour Moi" the tirst French language record to reach the Bill board Hot 100 in 15 years. Bertrand is a Belgian national pro duced by Roland Kluger of RKM and, curously enough it was a Beigian artist-Soeur Sourire-who had that French hit 15 vears ago with "Dominique," though if was a song of rather different genrei Another major breakthrough has been that of Cerrone who

burst on to the international scene last year with "Love in C Minor" and whose "Supernature album has sold something like a quarter of a million copies

Jean Manuel Scarano and Nicolas Skorsky have had great success with Santa Esmeralda and Jean Claude Friederich, who launched Swedish disco artist Madleen Kane at MIDEM this year with a lavish promotion campaign, and has had the satisfaction of seeing her make the top three in Billboard's Disco Action chart

Rockollection by RCA's Laurent Voulzy has been a tre mendous hif throughouf Europe and Jean-Philip Iliesco, a tormer jingle composer, and Didier Marouani have achieved international success with Space, released in the U.S. through

Alex R Constandinos has made his mark with "Romeo & Juliet" and "Love & Kisses No. 2" and Roger Tokarz has seen "From East To West" by Voyage achieve success in the U.S., Italy, France and the U.K.

Adopting a slightly different approach to the matter of achieving international success with French productions is Karel Beer who created the initial Recording Company at the end of last year and whose energies are devoted exclusively to the recording of expatnate U.S. and U.K. talent "I want to then try to establish them in their own countries "The IRC's first release was an album by the Birmingham group Bach

Just as French produced repertoire is finding increased re ceptivity outside France, so the national market has become more open to international product. A fop 20 published in a (Continued on page F-19)

CERRONE

THANKS BILLBOARD FOR ELECTING HIM:

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 - BEST ARRANGER OF THE YEAR

CERRONE 4 IS ON THE WAY! D DAY MINUS 75.





Philippe Seiler, for the next six months president of the new French publishers' association CSEM.

After tive years of often heated discussion, French music publishers have agreed to merge their two professional organizations into one the Chambre Syndicale de l'Edition Musicale, or the Music Publishers' Syndi-

The new grouping was agreed to at a meeting in the French copyright collection agency SACEM by representatives of some 100 French publishers

These, for many years, had been split into two associations ASDEP (Association Syndicate des Editeurs et Producteurs), mainly younger publishers and independent producers; and CSEML (Chambre Syndicate de la Musique Legere), the light music association, dominated by the more traditional publish.

Until full elections next year, CSEML president Philippe Set ler, general manager of Paul Beuscher, will head the new association for six months, succeeded by Georges Roquiere, president of the old ASEEP.

sociation for six months, succeeded by Georges Roquiere, president of the old ASDEP

Headquarters are in the new Maison de la Musique, at

Neuilly, just outside Paris.

GIU

FREE FRENCH RAD

Is Legalization

Legalization

Constitution that when the wear a street when a state of the constitution that the wear a street when a state of the street when a stree

The overall freeing and liberalization of the French radio monopoly looked closer than could have been imagined when the government took drastic action and introduced new penal measures of heavier tines and longer imprisonment for illegal broadcasting.

However, the original law was regarded as being contradic tory so that, starting with the "ecology" stations, there were soon some 20 illegal stations taking to the airwaves

This happened in the wake of the situation in Italy Additional weight was given by both SNEPA, the industry synditional and SACEM, the French copyright society, issuing state ments which deplored legislation which, it tollowed to the letter, lett France with just a single radio network, France in letter, lett

But the monopoly was to be intringed upon literally 24 hours a day. The peripheral stations, such as Luxembourg and Europe No. 1, beamed in on France, have a tar wider audience than france linter. But the truth is that en

This essentially means that, though the stations are said to be independent, the government is in a strong position to dictate terms. Should either station act directly against government wishes, then its right to use French postotice cables could be withdrawn.

In fact, this has already happened. Luxembourg advertised wine, which is not allowed in France on felevision, and advantable and asked has no advertising gobt, there is literally no on a raticohol advertising. Action was immediately laken by certain anti-dirint groups and despote the tact that the broadcasting system of Luxembourg is in the Luxembourg entirity and not in France, but the control of the Contro

The growth of pirate stations produced some legal reaction.

but on the whole the government simply tammed the stations as far as it could

It did try to oick out some stations

constitution itself when it attacked Radio Fils Blue, of Montpelier. The examining magistrate took the wew that as free speech is guaranteed by the constitution, no legal action could be laken against the prate station. Furthermore this decision was confirmed on appeal.

This had an immediate effect. The government de

coded to lighten up the insense restrict for the government de coded to lighten up the insense restrict for the constitution over this matter is by secret by the code to the constitution over this matter is by the code that the government of debate in the National Assembly showed that the government debate in the National Assembly showed that the government was not opposed to certain local stations. Hough under cer tain conditions. In the industry, this was regarded as so much "sand in the eyes", as such stations would cost a let of money both to run and to build And many case, successive governments since World Way II And many case, successive governments since World Way II.

have shown hostility to this brand of treedom, despite the tact that tree radio existed in France before the war Government measures were hit again, though, by the sen ate, which amended certain areas of them. The senate in

sisted that the law could not be retroactive and that stations being prosecuted could not be subject to penalties which had not as yet become law. Additionally a committee has been set up to study the cultural position of future audio-vision, and this could have a

tural position of future audio-vision, and this could have a bearing on radio in France. There are far too few stations and therefore musical and other cultural outlets are strictly limited. Further, the whole question of regional stations in one form

or another will again be considered. The pirate stations have certainly not decided to disband and seem determined to continue testing the situation. And a last prospect is that the controversy about payment

ot copyright tees by both French radio and the peripheral stations for the broadcasting of records may not, in the last resort, meet the wishes of the record companies. The case against France Inter has been heard in the copy-

right tield, and it seems SNEPA has lost its argument. But the findings have not been published and therefore nothing can be regarded as official.

The situation is so lexible and fluid that the original supposition stands therefore in French radio may well be a lot

sition stands tirm: Freedom in French radio may well be a lot closer than anyone could have imagined. HENRY KAHN

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ming from the U.S. and U.K.

But while many French companies, Barclay among then believe the lyncal language barrier is slowly being eroded by international acceptance. Carrere believes it is still very mu there. The French artist who wants to find success in the U.S. he says, has to sing in English and also sing without trace of

Obviously every French record company plans far ahead Phonogram, as an example, plans on a 10 year schedule, with no real certainty as to what is likely to happen musically. The ory is that plans are made but are there to be changed Most of the companies do believe the scene is set for the next three or tour years, while accepting there will be further

changes. Francis Dreytus, of Motors, who produces Jean Michel Jarre, claims that France has now lost its timidity and emerged triumphant, though he accepts that the future has

Virtually every French producer believes that music is likely to become more international than ever before. Pop music is in a sense less international than classical for various obvious reasons. Pop's roofs rest with the mass, the folk of the region. This made it easy to identify various styles, the heavy tread of German popular music, compared with the nostalgia of Latin sounds, both vastly different from the music stem

Patrick Zelnick, of Polydor, France, is convinced that the new international spread of pop music will be remarkable. There will be no one style Jazz, rock, pop, disco and the other defined kinds of music will all have a place, but the one ingre dient is that each will have to be good. The mediocre will van ish and he feels this will lead to the production of fewer rec

ntly 30% of the records produced in France repre nts 70% of the total sales and very tew disks sell 20,000 in France Fewer yet sell enough to reach gold disk

So now the producers look for talent. Names just emerging include Christian Poule, Cyrille Verdeau and Renaud. As they come through. Eddie Barclay insisfs that French popular m sic, including disco, is expanding at export level, simply be cause "France has the best arrangers

French industry teeling is that the arranger is to records what the director is to films. Phonogram's Louis Hazan is con vinced of the truth of this. He says the musicianship of the ar ranger, providing the real color of local pop, will play a vital

But export and import increases will, if is tell, grow for all countries. Zelnik, of Polydor, says. "There are good studios in all countries, and means of distribution are roughly the same Supermarkets are now handling disks in a big way There will

be a consistent increase in the demand for real talent. The emergence of electronic music, via the synthesizer, has done a great deal to give France the boost which carries it for

ward tast.
Two names in this field clearly stand out. Jean Michel Jan and Cerrone. The former was a member of the music research team employed by French Radio. He was the first to introduce electronic music to the Paris Opera in 1971, and a ballet is being composed around his recording "Oxygene, ned gold disk awards in no less than 30 countries

Cerrone also captured the imagination of the U.S. He has his own production company Malligator and helped kindle the tires of success for "the French sound" with his hit "Love In C Minor * His production in association with Don Ray led to vast tape exports to the U.S. It is estimated that his tape sales will make him a personal fortune while also really establishing French music in this field Barclay's EGG label, described in advertising as a new ex-

is also riding along on the typical "French sound," though Barclay could well be the last to admit it. His simulfaneous release of seven electronic albums is proof enough, though, that he feels he has unearthed the secret. His product touches the crest of the success wave and he plans to do ev erything needed to stay there

An otten-asked question in France is. How many disco-freques are fhere in the country, and just what is the strength their value in promotional terms?

For the French, promotion is a tremendous proble France is badly served by radio. There are the peripheral sta-

tions, but despite their importance to music promotion, they still pay a great deal of time to quiz programs and chat shows. In fact, there are some 4,000 discotheques in France, and general customers who want to buy a record are given all the information they need actually in the clubs.

There are also links between radio and clubs. Jean-Claude Borelli, who records for Disc AZ, may promote a new record via the peripheral radio stations. But CBS has linked with Holly wood Chewing Gum (General Foods) to produce an attractive competition, sure to pull in consumer inferest, which is linked with 20 French discos. Groups are invited to send tapes for judging, with a grand finale at Olympia in Paris, associated oth Radio Luxembourg. The top prize a recording session at Nashville, Tenn

Further evidence that the discothenues can have special promotional interest in France is that the groups involved in this latter contest will appear live in several of them. Additionally, a Music Media survey showed a steady stream of French produced disco records now being played in the clubs

In the 1973 period, the top records were all U.S. The follow ing year, American disks dominated, but there were places at the top for British product. By 1975, Germany was included. (Continued on page F-21)

Sonopresse's Young Team Gets Results his become a by saling at Both Mark de Wide and Bob Ser get are beauting reputations and Teat of benevits bein in the

After just a year as a wholly owned EMI group company. Sonopresse has gained industry wide acceptance in France as

a chart and sales contender But the going has been far from easy. The transfer during the 1977 fall of stock to the EMI new computerized distribution center (SODIP) proved to be fraught with hang ups and

hassles and there were, for a while, near-disastrous effects on deliveries Through meticulous work in the stock department, and a ales feam that just wouldn't give up, the company rode out the storm and everything was in order for the Christmas sales

Since then, the company's hif record has been impressive, starting with ELO's "Turn To Stone," which had nine weeks in the chart, first appearing January 1. This was followed by a string of big sellers, including Robert Gordon/Link Wray with singles. Darts, with two consecutive singles from one album. both hifs, and Samantha Sang, who covered the Bee Gees' song "Emotion

spree

Additional hits, of varying musical styles, have been Kafe Bush's "Wuthering Heights," the U.K. singer gaining immediate acceptance in France, the Michael Zager Band's "Let's All Chant;" and Crystal Gayle's "Don't It Make Your Brown Eyes

The acquisition of Sonopresse by EMI opened up unfore seen horizons for its international a&r, currently representing UA/Blue Note, Capitol, Magnet, Private Stock, Transaflantic, MPS and Duriu m, among others. Following the set-up of the independent Capitol a&r and promotion office inside the Sonopresse structure, the whole of the Capitol back catalog has been reviewed, leading to re releases and repackaging projects that include double albums, boxed sets and a ne single and album range "Music In Gold," regrouping in a gold package product from such as Ella Fitzgerald, Gene Vincent and the Beach Boys

Priority new product includes the Kraftwerk album "The Man Machine." launched at a vodka-and-caviare party in

Kathleen Del Casino

On the United Artists side, notwithstanding the loss of Jet Records whose major act ELO was launched by Sonopresse there are big hopes for the fall via a new Crystal Gayle album; material from Gerry Ralterty, now building sleadily, the Stran glers, and Dr Feelgood

Acquisition of the MPS jazz catalog by EMI and its sub sequent distribution by Sonopresse in France made it profit able to create a jazz division within the company, handling Blue Note, MPS, Pacific Jazz, Aladdin, Liberty and Candid Art ists. In the somewhat crowded jazz field, Sonopresse has built a good name through world exclusive reissues of albums by Tal Farlow Erroll Garner and Gerry Mulligan, and with previ ously unreleased product including George Duke. Alphonse Mouzon and Monty Alexander Two aggressive independent companies have entered the

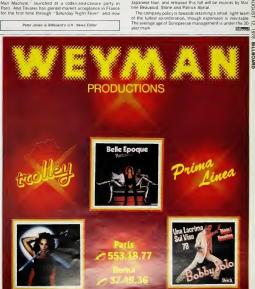
French market through Sonopresse, both in a big way. Mag-net Records' act Darts hit the charts in February with "Daddy Kool" and followed up with "Come Back My Love," consoli-dating further with "Boy From New York City." And new signing Chris Rea, with a Gus Dudgeon produced album and ingle, is winning fans, and an intensive television campaign by Guys and Dolls should give them the star recognition in France they already have in neighboring ferntories. And Private Stock, after a long spell of U.S. only slanted re

leases, has hit the French scene, first with the Gordon Wray combination, then with Samantha Sang and the Michael Zager Band Upcoming priorities center round Gordon and Wray; Cissie Houston, and, also produced by Michael Zager the team Nonchalence, and Benny Mardonnes Though access to EMI product is limited by the prior claims

of EMI's main French company Pathe Marconi, Sonopresse has still done well with, for example, Kate Bush, and Marshall and Hain's big U K hit "Dancing In The City There has also been action on the company's domestic a&i

it Already released is product by Yugoslavian artisf Tereza and by new rock singer Rick Albano. Leading to bandleade and by new rock singer Nick Amaria. See an an upcoming Pierre Porte, a recent signing is working on an upcoming Japanese four, and released this fall will be records by Mar tine Beaujoud, Stone and Patrick Abrial.

The average age of Sonopresse management is under the 30 No year mark Billboord



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The Nightmare Of Trying To



Michel Poulain-Pathe Marconi a&r chief

By MICHAEL WAY

This very month, some 250 recordings will be released in France, providing retailers and radio station chiefs alike with a near impossible selection task if a fair promotion and allocation of time is to be achieved

But it is a virtual nightmare for the young artist, ho talented, and the team of professionals behind him So how to become a Jacques Brel, Charles Aznavour or Syl

vie Vartan? For the success of these artists, and there are dozens of firmly established French performers, is assured by guaranteed air time on radio and television because of their status. The retailers also know that sales by such artists pose no problems. But they literally don't know where to start on the others

In release terms, June is always an exceptional month for France, and the majors and minors, independents and pub-lishers, seek the big summer hit at this time. The traditional tube de l'ete," which could make a newcomer a millionai almost overnight in a country with a market around the 100 million annual record sales mark, representing two disks per person per year

Confirmation of the durability of the truly established French artists is proven by the charts. A recent Radio Luxembourg listing gave no less than eight of them in a top 20



which included disco and foreign material. As Jean Kluger, of the Bleu Blanc Rouge publishing company, says. Once you get there, in France, you mostly stay there "

Yet there are currently in France a dozen or so artists, of dif fenne styles, who have made it in the past year or so, thanks to the combined efforts of their own talent and the record companies, publishers or independent producers behind

They have reached it in various way. Vogue's latest success

a phenomenon of less than nine months his first title "Ca Plane Pour Moi" genuinely hitting the one million sales mark and his second already well over the 500,000 tally Yves Duteil, from the Big EMI Pathe Marconi stable is a different story. He had been around four

a broader range of the public.

years or so before really reaching the top after a week-long season at the Paris Theatre de la Ville in September, 1977 Independent sources say that EMI spent as much as \$200,000 in pushing Duteil to the top after his initial success. in winning the French-language song contest at Spa. Belgium

EMI's top a&r man, Michel Poulain, French and foreign ar tistic and creative services manager, admits that the Dutel campaign needed a lot of patience, which was only rewarded with sales of "La Tarantelle" following the artist's Pans ap-

"Even we were surprised, for Duteil had not really changed artistically. We had done the same thing before and it hadn't The Theatre de la Ville appearance was an expen worked sive gamble, the whole promotion costing some \$12,000, but t did enable EMI to bring together the sort of people mostly

from the radio stations, to hear the artist.

Duteil appeared at the Theatre de la Ville, which promotes a wide range of artistry from theatre, modern dance and classical music, because to get into one of the big theaters, such as the Olympia, is virtually impossible in these days of big-star domination. Also, as Poulain comments, a promotion cam-

paign for Olympia, with all the back-up work, could cost upwards of \$50,000 tt was four years for Duteil, but 12 years for Bernard Lavilliers, for whom Barclay Records took the plunge with an Olympia appearance in March, 1977. The blues rock samba art ist was nevertheless a special case, he sold records prior to Olympia, and without the backing of radio airplay, deemed so

vital for a breakthrough. Lavilliers, from St. Etienne in central France, already had a wide local following and played the clubs and care theaters

now blossoming in Pans

Despite the difficulties of getting airplay for an artist. Pour lain describes the French as "a great public," with numerous artists gaining a toothold in the charts not via radio but by word of mouth" and the press. Lavilliers is one of the biggest

current examples of this phenomenon
Poulain's patience with Duteil echoes a controversy in the ndustry between the big record companies and the smaller

independents where the argument is about who does the better job. Poulain believes that only a major can do a full promotion campaign because of the financial resources behind it. If has the capital tor investment Recording costs anyway are high \$10,000 for a single and \$18,000 \$40,000 for an album.

The same line is taken by Jean-Jacques Tilche, head of maor publisher Intersong, who is also prepared to work hard and long on an artist Patrick Loubie, produced by Intersong on the Polydor label, has so far made two singles, one of them-'Une Petite Fille Que Fait Des Pates," but neither sold more than 40,000 "But I'm not in a hurry," Tilche says For Louble is now known in the industry and will be soon known by a broader range of the public.

EMI's Poulain insists that only the big companies, with massive distribution and administrative expertise, as well as artist and promotion resources, "are best placed for the job and

and promotion resources, "are less power in the journal who where they are going."

It is generally admitted though that the smaller production company, with imited resources, is far kenner or napid results for its product, which can prove hazardous for the up who coming artist Yet some of the mask on the Court fleense who can be company and the mask on the Court fleense deals are signed with distribution form, while the major in the law of the court fleense who will be major in the court fleense of the court fleense who will be companied to the court fleense of the cou

EXPRESSION

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Break New Talent



Bearing up and semine Behides satist



Bernard Lavilliers—Barclay took the plunge with an Olympia appearance last year.

ecord companies often tinance independents it the material s good.

Brigitte Bertholier-Spahn, of the independent Bagatelle publishing production company, admits that the smaller tirms badly financed but asserts. "We can do a better job on a new release than a big record company."

The state of these but helpful lesses to But a Bauer and a second product of the second products of the se

new release than a big record company."

This view is shared by Michel Leclerc of Rideau Rouge, another independent publisher-producer. "The artist is better served by the smaller and perhaps more efficient team," he

But dominating the whole artist-launch scene in France's the near monopoly empyed by France's radio stations, the state-owned France Inter, and the commercial channels Europe No. 1. Radio Luxembourg, and Radio Monte Carlo, in which the state also has a share As all producers agree, these four stations put out near identical material, both spoken and musical, and are extremely difficult to break into

The problem became more intense with the general elections of March this year when programmers were obliged to broadcast far more spoken-word maternal than probably ever before. The symptoms have remained, with the public seeming to want more spoken word, and on "bad days" (for the music business, that is) barely 70 records a day are played, with low houfly averages of only six or seven disks.

As one producer complains, 10 years ago there were several program chiefs for each station, providing more promotional chances for young artists, but now there is just one Behind this situation is a major headache, the demand by

Behaid this situation is a major headache, the demand by the three commercial radio stations (and sometimes the offer by publishers) of joint publishing rights on new records. While often on a 905 05 basis, radio stations even take complete rights, but guarantee airplay, "Payola by contract" is one view. But the whole record and publishing industry looks set to submit to their tends, so making it more senous at all levels.



Alain Southon-a hig success for BCA

tally independent radio stations. But, following new, strict government controls on pirate broadcasting, this appears still a long way off. The French industry now looks enviously at the situation in

the U.S. and U.K. where local radio, under proper control, is a stact of life.

As a first step, many French record producers would like to see the introduction of regional radio under the auspices of state-owned Radio France, but tew would accept the anarchy of the Italian situation, where pirate stations abound.

But in fact, most are awaiting the arrival of radio by satellite, which would escape government control, and this is expected in five years' time. Already one commercial radio state to here is negotiating with American radio executives. In line poly to the current struation, the radio stations insist

In reply to the current situation, the radio stations misst they are giving the public what it wants, though fack of diversification among programs has to be noted. Record producers argue that journalists and advertisers dominate radio airwaves, whereas music, which is what the public wants, takes a poor third place.

It is generally agreed that the commercal radio stations de vote 7.5% of muse air time to records in which they have taken joint publishing rights, with much of the rest dominated by established French artists and foreign material. The record companies further complain that while an established arists can get anything played, be it good or bad, new talent is locked out.

break the monopoly of the radio and tv stations in record promotion, but all producers agree that if the material is good, it will sell—and the program chiefs will play it.

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IS IT HER SECOND WORLDWIDE HIT? IT'S YOUR DECISION CARRERE

Patrick Villaret, of Editions Barclay



Brigitte Bertholier-Spahn, of Bagatelle

As the thriving French music industry evolves, its publishin sector is becoming more and more American in style. The number of publishers has snowballed in recent years as young writer-performers take their compositions right ugh to the production stage

This has obliged many of France's traditional publishers to go info production themselves, despite the considerable fi-nancial outlay, in order to earn the maximum from the works

they themselves represent

Another reason for the "Americanization" of "l'industrie as the French call it, is the rapid expansion of disco music which has at last enabled a wide section of the French his ness to score solid international sales Says Patrick Villaret, of Editions Barclay: "We've never sold

as many records around the world as we do now The majority of publishers have taken the expensive gamble of going into production to protect themselves

against the new breed of wrifer-performers who, as in the U.S., set up their own publishing and production companies, often on the strength of one title As a result, fewer writing artisfs now offer their material fo-

the traditional publisher, one of France's two biggest publishers along with EMI.

He affirms: 'All is about to change There are no more rules. Everyone today is a publisher. They think that putting in money is enough, but it is not. All we can do is to wait until they disappear from the scene, because we'll still be here

mely disappear from the scene, because we ill still be here Claude Pascal, who himself is now solidly entenched in production, echoes these comments. "The business is about to break up into a thousand components. Thirty years ago, fhere were few publishers. Now those moving into the business are not even professionals but are just businessmen setting up a company as a gimmick. Buf they cannot last as they are not experienced enough to resolve the complicated prob

lems of a publishing house As an independent, Pascal, who represents such toreign catalogs as Chrysalis and Heath Levy (U.K.) and Gypsy Boy. Springtime, Chandos, Blue St. and Boz Scaggs (U.S.), has an other battle on his hands against fibe big international pub-lishers, such as Intersong and EMI.

To counter them, Pascal, formerly with Pan Am and now 18 years in the business, created the UEP (European Union of Publishers), linking with active independents in other European pean territories so as to be able to sign continent wide deals th U.S. publishers in particular.
His partners in a venture he describe as "competition for

French Publishing Goes American



the majors" are Abba mastermind Stig Anderson's com panies in Sweden; ATV, London-based, Roland Kluger's pub-lishing empire in Holland and Belgium; Intro in Germany. Clippers, the Spanish publishing house, and Durium, from

Other independents also into production are Marcel Lecl-erc, of Rideau Rouge, Brigitte Bertholier-Spahn, of Bagatelle, Jean Kluger, brother of Belgium's Roland, at Bleu Blanc Rouge, and Barclay's Villaret

Comments Leclerc: "It's in the nature of things and the only means of doing a good promotion job." He agrees there are risks, but says publishers are in a position to produce what they want and what they believe in.

In the "sfraight" publishing scene, Leclerc, whose company launched Julien Clerc and represents the cafalogs of Sfevie Wonder, Neil Diamond, Kris Kristofferson and Gilbert Becaud among others, says that on an international level the smaller company can be more efficient than the giants as it can choose its own subpublishers in foreign terrifories. Leclerc also comments on the "sudden" appearance of

new publishers and he admits he hopes some of them "will To counter them, he says, it is up to "the serious publisher to explain to writers and artists where their best in terests he At Bagatelle, Brigitte Bertholier-Spahn and Denis

Bourgeois go so far as to aver there is "no more traditional

On the recording side. Begatelle produces some eight or 10 disks a year and are currently promoting an electronic disco-album by Jean Yves Labat. Here, foo, there are complaints. Brigitte Bertholier Spahn regrets that in a current period of high record production fhere are only six major distribution companies in France.

It is worrying to see the large number of new releases. she says "Everything is full at the moment, from studios fo pressing plants. And I'm afraid that the big record companies

have a virtual monopoly on distribution."

Kluger, whose Bleu Blanc Rouge firm is now based out at suburban Marnes La Coquette, says the business has really changed, fhough he has always linked publishing with produc

fion as he usually works on a title by-title basis Remarkable how the French industry is becoming Ameri can-style, with the frequent arrival and disappearance of pub lishing companies, Kluger adds that the U.S. phenomenon of up to five publishers per title had not yet reached France where it is decreed a maximum of two only are permitted by

To counter the upsurge of virtual one-man wre former-publisher-producer companies. Kluger has sef up his own writer sfable under Daniele Vangarde, called Zagora Mu sic, while much of Bleu Blanc Rouge's production on the Bi-

ram label is distributed by Phonogram

Kluger says France is scoring strongly in the disco world, so breaking into the U.K. market—"which had been virtually

closed to French artisfs. Few records are made just for France now and the openings abroad are much better now. A good example is an album of bouzouki music in the disco field

which we placed abroad in just 10 days. The public, too, is much more open to new product." Many industry leaders in France, however, do admit that

disco product is not always of the highest quality in France. Buf one said. "Better fo have disco than nothing at all. Patrick Villaret, of Editions Barclay, has been in production for seven years and to compete with the new writer-performer wave has set up his own stable of young producers. He says firmly: "It is vifal to do so.

Villaret, who has just produced a Marion Williams album for RCA and who represents notably EMP and Downbreaker Music (U.S.) and Ricordi (Italy) in France, says "There has been very rapid evolution in France, with young publishers out to earn a lot of money very quickly. I am not in the same gener ation, but I am having to adapt."

Both he and Jean Kluger agree that the cover situation has also evolved "You can'f do a cover of the Bee Gees or Cer says Villaret. And Kluger adds that with the inter nationalization of current hit music, mostly disco style, a pub lisher either had to be exfremely quick on the scene with a cover, or not bother, as the imported original would sweep in. whatever the territory or the language Of the major companies in France, Tilche's Intersong is into

production, while EMI, under Alain de Ricou, though promoting a lot of newly written material, is one of the few to stick with traditional publishing with little production involved. But de Ricou says: "We would die if we just collected copyrights

Heading a feam of four professional managers within the EMI publishing group in France, de Ricou says that he boasts 10 a&r men, more than EMI Records and Phonogram added together. "The publisher is the radar system for the record company, but I do agree it is now more difficult to place a song with an artisf. "Our role here is not to collect. It is to promote toreign ma-

terial and cover recordings. Many publishers are into produc tion because they cannot place records with the record com 'France is enormously creative, the biggest in Europe and

third in the world, so there is obviously a place for the publisher. I stress the greaf fradition here of the writer-pertor buf publishers only go into production with such writer-artists so as not to lose them."

But he complains about the lack of traditional publishers and says the industry needs more competition. There are also, he says, fewer fraditional-style interpreters with whom can place songs, so some of France's inter nationally known writers are going through 'a rather lean

One traditional publisher to stay out of the production trend but to benefit profitably from the disco scene is Paul (Continued on page F-23)

With all those French fashions dancing the night away, it's a shame the "in" discos aren't equipped with chic Paris-Power.* * French audio

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recent issue of the French trade fortnightly "Music Media" in-cluded records by the Bee Gees, Bonnie Tyler, Boney M (at 1, 2 & 3 respectively), Queen, Itzhar Cohen, Abba, Baccara.

Jimmy Clift and Umberto Tozzi. But it is still the case that around 80% of sales in France are accounted for by national product and the grip of the long es fablished artists referred to above remains extremely strong.

Another aspect of the new French revolution is the tact that, at last, the LP has gained ascendancy over the single. The single, itself a latecomer to the French market—being launched for all practical purposes in the mid-60s—was late in achieving wide penetration because of the preference for the EP which took a considerable time to die down. Now the French public has become more and more album oriented.

Says Leon Cabat, head of Vogue Records-the major inde pendent French company which this year celebrates its 30th anniversary: "The French market is extremely strong and we have had an enormous increase in production this year-so much so that it becomes increasingly difficult to find pressing canacity

Vogue has its own presses and a production capacity 800,000 singles and almost the same amount of LP's monthly, "But since we press for Benefux and Switzerland," says Cabat, "because costs in France are cheaper than any

where else at the moment, our resources are at tull stretch. Despite a tough economic situation-1 1 million of a total labor force of 23 million are unemployed—the record industry is enjoying a boom period and a growth figure of between 15% and 20% is confidently predicted

The broadening of public taste in music has been reflected in the inventory carried by record outlets and it is now often the case that a department store with a record department will have a wider range of repertoire than the conventional record dealer. These stores, increasingly, are getting their supplies direct from the manufacturer rather than deal with rackjobbers, and they are currently accounting for 80% of sngles sales.

The cassette market is healthy-cassette sales represent about 26% of the LP market and some companies have had remarkable success with double LP cassettes of hit parade

All in all 1978 will prove a year of evolution and progress for the French music industry whose main concern as it moves foward the '80s is likely to be that of campaigning to end the nent broadcasting monopoly in order to have the possibility of getting exposure for more than a tiny fraction of its wide-ranging product



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Zagora



1976 produced the success of Cerrone's "Love In C Mi" " And by 1977, France had seven top winners with only tive from the U.S. That kind of statistic imbues the French in-

dustry with justified confidence Says Marion de Froment, who looks after international

sies for Disc AZ. "We now have a deal with Salsoul and our visits to the U.S. are to sell as well as to buy."

This company increased its turnover last year by 24%, but expects to keep at a steady 18% during the next year or so.

Its disco contribution is original. Now marketing an all-electronic "Disco Spatiel, Disc AZ has no names printed on the sleeve except trademark of the electronic instruments and the arrangers. The rest is anonymous and there is a growing placed on the originality of the music and arrangement-and the players and musicians will not even get a mention That the French disco-electronic sphere has developed de

soite the absence of a national chart, suggests the importance of charts has diminished. There are still charts in France: dozens of them There are disco charts, jukebox prospect of finding a place in one chart or another SNEPA takes the view that it it has its own chart then it

must be positively beyond reproach. Michel Bonnet, of the SNEPA economic group responsible for the original chart, be leves that is possible, but only at a high price. Currently it is felt that price is too high. Meanwhile the absence of a syndicate chart causes no alarm

But certainly the great disco upsurge has given birth to a lucrative new industry, that of disco equipment, COMEL, for instance, with its 'Power Acoustics' range, has hit the exp market with its mixers, its amplitiers, and other items. For this company, a 1977 expansion objective of \$3 million showed also an increase of exports to 30% of total turnover. So French

disco at all levels is scoring.

When it was known that the French government was change ing economic policy and litting ceilings on prices, the record industry cheered, almost to a man. Prices had been strictly controlled for more than three years. In 1977, disk prices were allowed to use by around 3.9% whereas the cost of living in France went up by 9.4%. In other words, disks regood buy

But it has to be remembered that the public has to pay a 331/3% Value Added Tax so even when prices are freed, by gov ernment permission, they can still hardly "jump out of their skin." Indeed, it can be argued that the government, so long as it imposes a punitive sales tax, is not really giving much

away. While freedom of price-fixing is welcome, there are no The government believes that treedom also means compe tition and this should keep prices steady. Companies will be taced with higher costs. Pressing costs, held down stringently.

One complication is the French code system, in force for a tew years now. The company concerned places a disk in a retail outlets, so that the retailer has an ever present guide line as to what to charge, even though price tixing may be "freed." The public in turn knows what to expect

just have to start rising, along with other overhead

One other method is for the retailer to fix his margin accord. ing to the pince he pays, plus his overheads, and then paste the price tag on the sleeve. This may not be too difficult for is small retailer with a limited stock, but for others markets in particular it could mean much more labor, and

Government attitudes are mixed. It appreciates the prob lems, but dislikes the coding system because it smacks of price fixing, but its other aim is to encourage competition to

keep prices down And, says Francois Minchin, SNEPA president, the whole business could lead to even tougher controls. So if a super

market, which buys heavily and so receives big discounts, charges the same price for the same record as a small retailer who buys less and therefore gets less of a discount, it is pos sible the supermarket could be called to account It may seem absurd to consider this "price fixing," but the

higher price. This while the government says it will not tolerate price-fixing at any cost

Taken all round, however, it is tell the changes could favor the small companies. Many believe that the market domina tion by just 60 companies out of 200, responsible now for 90% of the business, could lose certain advantages, while the smaller ones can gain

Musidisc is a case in point. At one time dealing only in budget-line product, it now builds its own selling lines, includ ing a disco group called Au Bonheur des Dames. The company expands at around 20% a year and has now taken new and larger premises. François Grandchamps des Raux, president, is a very confident man these days.

He has signed distribution agreements with Belgium, Hol land, Luxembourg, the U.K. and Switzerland and has signed deals with around 14 U.S. labels. Musidisc is a strong example of the change and development of the smaller companies both at home and abroad

And the president believes that the small price raises will follow price "treedom" will favor singles. He says that no matter how small the price increase, some lower paid social **French Briefs**

quarter of 1978 of 68% compared with the first three months Musidisc is expanding its local production un der Jean-Jacques Timmel and is releasing material by Michel Legrand, Jean Sablon and Stephane Grappelli plus a number of classical albums by Boulez, Monteux and Entremont. . . . About 90% of France's music exports go to Common Market Eurodisc sales in France are 70% up on last

The late Claude Francois who was a top pop idol in France tor 16 years reportedly sold a total of 35 million records Musi. playing time. Artists featured include Creedence Clearwater, Nina Simone, Marie Latoret and Joan Baez... Vogue reports 60,000 advance orders for the Casablanca double LP "Thank

lose money and no more than 20 disks a year achieve sales in

classes will be attected and will turn towards singles. This will, in turn, bring more business to the super markets which, at this time, are the most important outlet for singles Musidisc has also set up its own distribution service, geared

like Cogedom to look after supermarkets for a group of companies. It adds emphasis to his firm belief in the future of supermarket sales-and, therefore, distribution Classical product now has a 15% share of the French record

market. The two French groups Erato and IPG are now faced with a problem. Ivan Pastor, who produces classics for IPG, says that with that huge one-third Value Added Tax, classical records just cannot attord to go up in price. While classical fans are so often prepared to make sacrifices to hear their kind of music, there have to be limits, he says IPG (of Societ Francaise du Son) records the biggest French

names in the field, including Jean Pierre Wallez. A survey shows its sales outlets are retail disk shops (25%), discount houses like FNAC (15%), large stores and supermarkets (35%) and mail-order (10%) counting among the most impor-

The French industry, despite the problems, is in fine tettle The aura of confidence is unlikely to be proven wrong or tool

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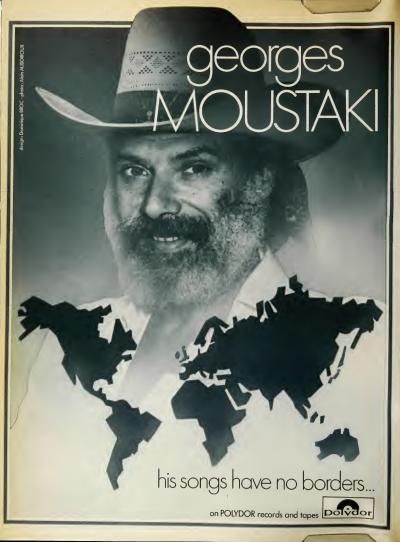
A WINNER FIRST TIME OUT AND SET FOR A LONG CAREER AT THE TOP



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nose near unique catalog of old French standards is currently being sifted through by disco artists

Beuscher's Nettie Dabadie notes the huge success scored

by Madleen Kane with the classic "C'est Si Bon. Grace Jones' hit on "La Vie En Rose" Though not from the Beuscher song roster. Singin' In The Rain, in disco style by Sheila B Devotion is another example of this trend

But Beuscher stays out of production Says Nettie Dabadie We'll only do it when we really believe in someone

Beuscher is one of the few companies to continue sheet music sales. Though these have dropped dramatically with the post war advent of mass record sales. Nevertheless, the mu se score, instrument and music school divisions of the corr pany are currently very active. And Beuscher catalog titles have always figured high on the repertoire of accordianists. and dance bands, two traditional and unchanging tacets of

One major development affecting the whole of the sector is the relatively recent participation by France's three major commercial radio stations in publishing, a trend that has sprung from the arrival on the scene of the indep

According to many industry sources, such performers are prepared to cede in some cases total publishing copyright to the radio stations. Europe No. 1. Radio Luxembourg and Ra do Monte Carlo loeing content with subsequent guaranteed adio airplay to collect only on improved disk sales

In some cases, the radio stations take 100% publishing rights and have even launched into the production field so

taking 'everything. as one oublisher says So to obtain vital airplay for new productions, many pub isners are torced to offer joint publishing agreements with the radio stations thus limiting income potential. The radio

stations are now accepted as publishing houses at SACEM the French copyright collection agency Many publishers say they are prepared to reach such agree

ments with the stations, but obviously many are torced to do so. Yet a commonly expressed view is that "it is a total nega-

tion of the publishing profession Some see the advent of legalized independent radio sta tions and radio by satellite with a resultant broader range of orogramming as a solution. But one publisher says it is better

to deal with the three stations that we know. Than perhaps a Jozen or more, as -s the current state of atfairs in Italy There have been many protests at varying levels over this oractice, even though publishers and record companies agree

on the value of airplay in promotional campaigns. They also say that if the material is good, such agreements are not nec So the practice is becoming a publishing fact of life and

many publishers do nave good relationships with the radio stations and do believe that orogrammers will always play first-class material. There is a loss of earnings for the pub isher but it can be compensated for by subsequent higher record sales through the guaranteed radio exposure However at least one publisher claims that radio stations

sign joint publishing agreements and then did not assure an time, which further complicates an already tricky situation In reply the radio stations insist on the important promo

tional role they play and stress that the record companies have vital need of them. Furthermore, they claim that it is the public which has the greater say in record selection and that the stations are simply fulfilling a social role Additionally they claim that it is the publishers who come to them, not vice But what has aggravated the situation now is that spoken

word product is taking more and more air time at the expense of music, giving record producers less chance of promoting product especially it it is by new artists. The situation has not basically changed for the established artist, whose "lite expec tancy' is traditionally long term in France

Arnid accusations of monopoly" and payola by con fract, this is obviously a problem to be sorted out inside the industry, like the success story just achieved by SACEM over Value Added Tax paid on performing rights by publishers

SACEM has obtained from the government an authority, from last January, enabling publishers to recoup this VAT oayment, which in some cases adds up to a considerable sum in general, it appears that the publishing sector is some 8% better off since the agreement, which actually took seven years, since VAT was introduced in France, to obtain

But this is partially offset by a new payment by publishers to a special government pension fund for writers and compos ers, many of whom to date could not obtain social security benefits, notably over pensions. Publishers make the pay ment to the fund, principally from advances paid to writers

and composers.

The entire industry is awaiting the outcome of the govern ment lifting, for the tirst time since World War II, of price con trols, and this is due early in the fall. Though subsequent com petition could bring prices down (a full-price album costs more than \$10 in France), publishers are hoping for an up grading and should benefit from higher mechanical rights

With this firmly in mind, and with the spread abroad of the French music industry, most publishers look with optim towards 1979 and powards MICHAEL V MICHAEL WAY

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FROM FRANCE



As Of B/3/7B

TWO OUT OF THREE AIN'T BAO-Lost-Cleveland mational B50513 (Epic)

NG TUT-Steve Martin, Werner COPACABANA-Barry Mandow-BAKER STREET-Gerry Rafferty-

LOVE WILL FINO A WAY-Pablo

YOU'RE THE ONE THAT I WANT-John Travolte & Olma Newton MISS YOU-Rolling Stones Rolling Stone (9307 (Atlantic)

THREE TIMES A LADY— Commodores—Motown 7902 TAKE A CHANCE ON ME-Abba-Atlantic 3457

DANCE WITH ME-Peter Brown LAST DANCE-Donna Summer-

SHADOW OANCING-Andy Gibb-LIFE'S SEEN GOOD—Joe Welsh— Asylum 45493

MY ANGEL BABY-Toby Beau-RCA 11250 IT'S A HEARTACHE—Bonnie Tyler— RCA 11249

SLUER THAN BLUE—Michael Johnson—EMI America 3001 UNAWAY—Jefferson Starship— Grunt 11274 (RCA)

Market Barnarch Dent, of Billhoard 21 HOPELESSLY DEVDTED TO YOU-YOU-Rita Cookdge A&M 2058

FOOL IF YOU THINK IT'S OVER— Chris Res Megnet (198 (United Artists) MR BLUE SKY-Electric Light Orchestra, Jel B5050 (CBS)

25 HOT BLOODED-Foreigner

I'M NOT GONNA LET IT BOTHER ME TONIGHT—Altanta Rhythm Section—Polydor t 4484 FM-Steely Dan, MCA 40894 USE TA BE MY GIRL-O'Jays-

29 STAY—Jackson Browne Asylum 4548 YOU'RE A PART OF ME-Gene

31 BOOGIE OOGIE OOGIE-A Taste Of AN EVERLASTING LOVE-Andy

ONLY THE GOOD DIE YOUNG-BIN YOU BELONG TO ME-Carly Simon.

MACHO MAN-Village People BEMINISCING-Little River Band THANK GOD IT'S FRIDAY-Love &

EVERY KINDA PEOPLE-Robert

EVEN NOW-Barry Moni

28 SLOWHAND-For Claning-

RSO RS1 3030 29 THE ALBUM—Abba—Atlantic

31 FOOT LOOSE & FANCY FREE-Roo

JO DARKNESS AT THE EDGE OF TOWN—Bruce Springsteen— Columbia JC 3531B 3 STREET LEGAL—Bob Dylan— Columbia JC 35453 34 PYRAMIO—Alan Parson's Project Arists AB 4180 35 LOVE OR SOMETHING LIKE IT—

50 FULL OF LOVE-0"Jays

THE GRAND ILLUSION-Styx-A&M

LET'S GET SMALL—Steve Mertin-Warner Bros B5K03090

Warner Bros B5K03090
YOU'RE GONNA' GET IT—Tom
Pelty & The Heartbreakers—
Shelter / ABC OA 52029

40 DOUBLE PLATINUM—Krss— Casebienca NBLP 7001 2

and the Harold Davison office **Philly Awaiting** 7-Hour Festival

PHILADELPHIA The city's farewell to summer will have a jazz seiling with a locally-produced festi-val from noon to 7 p.m. Sept 9 at Penn's Landing, the city's new river park along the waterfront.

Jazz

30 Names For

U.K. Festival

By NICK ROBERTSHAW

LONDON Latest British 1422

se activity is the Riverside Jazz

Festival, set for Aug. 15-20. More

than 30 top U K names, including

Mike Westbrook, John Surman and

Keith Tippett, will perform in six double hills at London's Riverside

The event has been organized in

conjunction with the management

company Original Music, and fol-

lows on the heels of a juzz fest on a

much larger scale that has left the

national press here suspended be-

tween astonishment and admiration

This was the Newport Jazz Festi-al, picked up at short notice by

Cleveland County Council and held

July 21-23 in the unlikely setting of

Middlesbrough football ground. The spectacle of Fila Fitzgerald.

Dizzy Gillespie, Lionel Hampton, et

al, performing in the unfashionable

North East, an area with no particu-

lar artistic reputations, was a fine

ve for organizer Andy Hudson

The Ronnie Scott Organization

handled bookings, in conjunction with George Wein, Norman Granz

Studios leisure center

With some of the top jazz names coming in to sound the farewell, the festival lineup includes Dizzy Gillespie, Max Roach, Barry Harris, Sam Jones, Zoot Sims, Jimmy Rowles, Al Cohn, Bobby Brookmeyer, Al Haig, Wayne Dockery, Bohby Durham, Evelyn Simms, Al Steele, John Bonnie, Ray Bryant, Joel Levin, Peck Morrison, Jual Curtis, Sumi Tonooka, Terusama Hino, Middy Middleton, Newman Baker, Al Stauffer and Frank DiBussolo

New Jazz Society Founded In Israel

LONDON-Non-profit organiza-tion the Israel Jazz Society has just been set up with the aim of populanzing jazz in Israel

The new society, chaired by Adam Baruch, is interested in hearing from any contacts worldwide who are interested or able to offer assistance, and can be reached at PO Box 206,26103 Kinat Haim, Maar, Is-

21 RUMOURS—Fleetwood Mac— Warner Bros BSX 3010 22 LONGON TOWN—Wings—Capitol 5W 11777 23 CITY TO CITY—Gerry Ratterty— United Artists UALA 640 24 SHAUN CASSIOY—Sharen Cassidy— Warner Cuth BS 3057 25 LOVE M. CACHA—Ribe Cooldige— EVEN NOW-Barry Manifow-Arista AB 4164 26 IT'S A HEARTACHE—Bonnie Tyler RCA AFLT 2821 27 POINT OF KNOW RETURN—

Rock LP Best Sellers

As Of 8/3/78

SHADOW OANCING-Andy Gibb RSO RS-1 3034

GREASE-Soundtrack-RSO

DOUBLE VISION—Foreig Atlantic SD 19999 ONGBIRD—Barbre Stressand, Columbia JC 35375

OCTAVE-Moody Blues-London BAT OUT OF HELL-Meet Lost Epic/Cleveland International

SOME GIRLS—Rolling Stones— Rolling Stones COC

THE STRANGER-Billy Joel-Columbia JC 34987 MATURAL HIGH-Com Motown M790

FM—Soundtrack—MCA 2 12000 WORLDS AWAY—Pablo Cruse, A&M

EARTH-Jefferson Starship-Grunt BXL1 2515 (RCA) RUNNING ON EMPTY—Jackson Browne—Asylum 6E (13 THANK GOD IT'S FRIDAY

FEELS SO GOOD-Chuck

Bros. act Ambrosia.

Calif. Store Has 'Fan Appreciation' Days LOS ANGELES-Moby Disc

Records in nearby Sherman Oaks was to kick off an on-going feature dubbed "Fan Appreciation Days" Saturday (5) with a visit by Warner The owners add that Moby Disc The group was to autograph

distribute posters and photos and feed fans with "Ambrosia salad and according to store owners Mark Ferjulian and Bruce Thomas

will continue to schedule visits by our our customers and our-



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rs. Blue Thumb BA 6030 (ABC) SOUNDS Quincy Jones A&M SP 4685 4 6 SUNLIGHT bre Hancock Columbia IC 34907 43 FEELS SO GOOD Chuck Mangione, A&M SP 4658 WEEKENO IN LA Warner Bros 2Wb 3139 MAGIC IN YOUR EYES 10 10

TROPICO Gato Barbieri, A&M SP 4710 6 SHIPER RUISE bard, Columbia JC 35386 2 8 ARABESQUE 4 ARC AS 1068 6 10 DON'T LET GO

11 27 11 RAINBOW SEEKER 12 12 10 ELECTRIC GUITARIST John McLaughlin, Columbia JC 35326 LIVE AT THE BIJOU er Washington Jr., Kudu KUX 3637 (Motown) 14 14 FREESTYLE threy Epic JE 35338 (CBS)

PAT METHENY 23 2 etheny, ECM 1-1114 (Wasner Bros.) 16 15 14 CASINO Diffeola, Columbia JC 35277 17 17 BREEZIN

George Benson, Warner Bros BS 2919 SAY IT WITH SILENCE Hubert Laws Columbia IC 35022 MONTREUX SUMMIT VOL 2 19 18 5 Vaneus Artists, Columbia JG 35090 20 26 on Smith, Columbia JC 35332 19 HEART TO HEART

oner Bros. BSK 3189 IN THE NIGHT TIME 22 32 nderson, Buddah BOS 5712 (Austa) 21 MODERN MAN THE CAPTAINS JOURNEY Lee Ritenbur Elektra 6E 136 22 25 27

MY SONG Keith Jarrett ECM 1-1115 (Warner Bros.) LOVE ISLANO 25 26 odato, Warner Bros 85k 3132 27 THIS IS YOUR LIFE rman Contors, Arista AB 4177 26 29 28 LOOK TO THE RAINBOW-AL JARREAU LIVE

IN EUROPE Warner Bros 282 3052 GATEWAY 2 38 bre. Dave Holland & Jack Dejohnette, ECM 1-1105 29 BURCHFIELD NINE

BILLBOARD

Michael Franks, Warner Bros. BSN 3167 35 PHIL UPCHURCH Phil Upchurch Martin 2209 (T.K.) Phil Upchurch Marlin ALIVEMUTHERFORYA 31 24 10 EVERYOAY, EVERYNIGHT

rin, Warner Bros. BSR 3168 35 AMI rland, Galaxy GXV 5109 (Fantasy). CUMBIA & JAZZ FUSION 36 33 Mingus Altantic SO 8801

31

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34

42

47

45

46 46 43 47

50 48

37 40 FIRE ON ICE Elektra 6E 143 LOVE AFFAIR 38 Capitol SW 11789 39 39

37 el Pointer, United Artists UALA 848 11 41 41 21 WEST SIDE HIGHWAY Stanley Turrentine Fantasy F 9548

26 10 42 CLINER en de, Chrysats CHR 1172 43 38 DWG

CHASE THE CLOUGS AWAY
Churk Mangione A&M SP 4518
CHARACTERS bie ECM 1 1117 (Warner Bros.)

NEW CONVERSATIONS
Bill Evans Warner Bros 85N 3177
PERCEPTIONS raries Earland, Mercury SRM 1 3720

et Atlantic SO 19177 HEADS James, Columbia JC 34896 BALTIMORE Nina Simone, CTI CTI 7084

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marvelous acoustics and sit-on-thefliker informality, has closed after six years of operation in a north suburban shopping mall. Landford pressure and flagging interest among several principal

ethi staffers closed the 400-person venue after a year-long search for huyers of investors proved fruitless. Low ticket prices and an active schedule of acts ranging from progressive jazz to traditional folk and comedy kept the room crowded to its

inale July 31, when folke Jim Post said "Goodinght grace." Post had opened the club when it moved to the Main, a renovated three-story building of shops and offices grouped around a courtyard in Evanston. Ill. Prior to leasing the Main space. Amazingrace had origin

nated as a student-run coffee house on the Northwestern Univ. campus. Its immediate popularity was ted to the success of local singer-songwriters Bonne Koloc, Steve Goodman and Bill Quateman Pianist Keith Jarrett and songwitter Livingston Taylor were among the re-

cent sellout bookings.
Two members of the Amazingrace
Collective, a sax-person group which
owned and operated the club, retain
the custom sound system and rights
to the concept. Benjamin Kanters
and Lenny Carpel bope to revive
Amazingrace at another site if reorzangation can be affected, they say.

Muscle Shoals TV

Public Television production crews are filming a pilot for a weekly series on the Musele Shoals recording industry

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Sinatra Swings: Ol' Blue Eyes rides a disco beat for "Night And Day" during his Universal Amphitheatre concert.

Sinatra Gig May Affect Bookings

drama, theatnes and cla-

LOS ANGELES-MCA's book-

ing of Frank Smatra into its 5,300seat outdoor Universal Amphi-

theatre is being observed by talent managers and hooking agents as a

good nmen for more bookings of veteran, non-rock performers

With a few exceptions, this mar

ket's summertime fare is dominated

by the contemporary rock and soul attractions with an occasional Perry

Como making an appearance at the

In fact the Amphitheatre, in its

battles to become the leading out

door summer venue, has emphasized

contemporary youthful acts and has exchemed the MOR, older perform-

ers, so Sinatra is a crack in this wall

Tradesters hope the booking may

lead to other Las Vegas-type acts who have no home in L.A. finding

Sinatra and his opening act, Sarah Vaughan, pulled in people who never go to the Universal City lo-

Sinatra's magnetism in his sh-

business hometown resulted in all 10

of his shows selling out, with opening night Monday (31), attracting the kind of front row crowd which

enerally hangs around the Beverly

it goes up the hill to the Amphi

theatre from MCA's Universal

sac studio soundstages where it is

Among these notables coming out

to pay inbute to their long-time friend were John Wayne, Gregory

Peck Henry Fonda and Glenn Ford

from the movie industry plus Ronald Reagan, the former movie star,

former California governor, and tv's Johnny Carson. Both Warner Brox Records and

WEA were equally represented with

recording he is working on and of-

The Amphitheatre engagement

yed the Cocoanut Grove. In the

marks his first commercial concert hooking since 1952 when he last

last two decades Smatra has per-

formed at charity concerts, with his

10-show stand here part of a current

In essence, what one sees at a Si

natra concert is a glorification of his

nightclub act, a fun experience for the entertainer in which he totally

gives of himself with emotion

LP during his set

their place under the stars.

cated Amphitheatre.

Greek Theatre across town

manship
Sinatra wisely credits the songwriters and arrangers who provide
him with the wherewithal for his instrument a voice which one acknowledges will never sound like it

Anow legges with years in the 1960s.
But Smatra's charisma as a compleat entertainer and his connection to his adult audience as a reminder of their own lives, produces a solid, lasting soldering between performer and audience.

This engagement is no exception. Sinatra's 75-minute turn was standard repertoire designed to maintain his link to his audience with only the two new works plus one left field tune among the 18 offered. The two new works were "You

tune among the 18 offered The 180 new works were "You And Me 19 Carol Sager and Peter Allen and "Remember" by Elmo The Beautiful." the patrione tune which first assign with all the evergreen by such masters as Cole Porter, the Genshims, Rodgers and Hart Harold Arlen, Frank Leoset, Comdon and Green, Leonard Bernview, Johnsy Mercer, Kander and emphasizing tune, bet See Sager from "Funny Valentine" to "My kind O'Tom."

And the music of these song spinners is made glorious for the supporting 38-piece orchestra conducted by Bill Miller by the

1

Sinatra kicks along "The Lady Is A Tramp."

arranging pens of Don Costa, Nelson Riddle and Gordon Jenkins.

Sinatra's embracing new composers has him singing single works by George Harrison ("Something") and Jimmy Webb ("Didn't We Giff").

The fact that Sarah Vaughan in her 35-minute set sang "Send In The Clowns" among her own eight offerings, probably meant that Sinatra avoided offering his own brilliant interpretation.

There is much more fire and guts

There is much more life and guts in Sinatra's voice than in previous seasons. His program includes plenty of challenging tunes to test his voice, which can be glidingly soft on the hallads and raspy and testy on the straining, driving tempos.

There is a jauntiness, an assertive

There is a jauntiness, an assertive air which Sinatra exudes in bus jump tunes which adds a firsk to his act, the snaps his fingers during "Something" to accent the line "ain' t gorina learn ber non." He ways his shoulders in a sensuous way during "Long Lost Love." He contorts his face with intensity on "All Of Me."

The contrast in synonic styles he-

The contrast in singing skiles he ween Vauphan the veterian juzz queen and Sinatra the component pop tune interpreter is striking Whereas Vaughan extends her fyrthese varieties of the properties of the properti

Changing mosds are part of the menu. A "saloon medley" offers exergreens "The Gal That Get Away" and "It Never Entered My Mind" A film medley allows Sinatra to recall tunes he's embraced for the big screen.

Onstage, Sinatra is a gracious host

Onsage, Sinaffa is a gracious host for this celebration of the good things in life. "Maybe This Time" with its sampler optimism was his heat effort in necting the vocal demands of a high energy time, followed next hy "My Way" which stretches the boundaines from gentenext to surging dynamic intensity.

Smatra's music embodies all the aspirations for the good life, interpreted thirdy in the new "You And Me:" "We wanted it all passion with poin/sunstane without rainy days."

Beiderbecke Festival Big In Iowa City

DAVENFORT, Town Birk lives. Like Charlie Parker, the cornetisipranist who died in 1931 remains more than a legendary figure among parz buffs and musicians, particularly in the Middlewest. Some 20,000 flocked to Daven-

port, Bis Beiderbecke's home town, over the July 25-27 weekend to participate in the seventh annual Bis Beiderbecke Festival. Nine jazz bands appeared, and a bust of Bis sculpted by Frederick Wiebel of Maryland was unwelled.
"We are working on a memonal,"

says Donald O'Dette of Davenport, president of the Beiderbecke Memonal Society. "We hope to erect u here in Le Claire Park."

The park is on the banks of the Mississippi River. It was there has several concerts were held over the weekend Others were held on excursion boats and in Moline and Rock Island, in Illinois across the river.

With tickets to each event selling.

Now the kides to each event selling at \$3. the three-day went build at \$3. the three-day went build at \$3. the three-day went build as and year. Among the bands performing are the Memphis Nighthawks, the Cake Walkin Band. Che Bogan's Wolvennes, the Carled was and the West De-Momes Jazz Band in all, there were five formal concerts and a number of macheditude of the control of the

Beiderbecke made scores of records.

Werewolves Plan Prowl NEW YORK-RCA'S WEEE

wolves are being launched with a national tour where more than 60% of the dates are open air and 80% are free to the public, relates group manager Andrew Loog Oldham. The free concerts are being

The free concerts are being presented either in association with ocal communities and charities, ralio stations or both

of the Nations of both
"The tour is a one-on-one affair."
Oldham notes The former manager
of the Rolling Stones, Faces and
Humble Pie says he is working
closely with RCA on the project.

"In essence," he continues, "the Werewolves do it for free, but the potential 'thank you' is both large and direct. The groups are playing for the stations who play for the people who will be coming to be enterfained by the Werewolves and their guests.

"It beats the economics and entertainment of playing for the early arrivals and ushers at a Fleetwood Macconcert or for 330 journalists in a chie 300-seat club, though I wouldn't necessarily pass on those

Sharing the bill with the Werewolves, al various dates, are RCA's Fandango and Richard Bear, as well as Private Stock's Benny Mardones

The tour, which began in Tulsa July 20, will focus on the West and Southwest states initially. Other stops include Amarillo, Austin, San Antinio, Houston, Dallas, Midland, El Paso, Phoenix, Santa Monica, San Joe, Porliand, Scattle, Sacramento, San Francisco, San Diego, Tuccina and Santa Le.

ROBERT PARKER JAMESON

On RCA Records

Produced by Robert Parker Jameson & Ben Benay

Single Release-

"STAY WITH ME"

vrolled aler

A Day In the Life Of JOHN SCHER GOLGET IN PRIOR TO A DAY IN THE LIFE OF JOHN SCHER GOLGET IN DECORET PARTY AND THE LIFE OF JOHN SCHERE GOLGET IN DECORET PARTY AND THE LIFE OF JOHN SCHERE GOLGET IN DECORET PARTY AND THE LIFE OF JOHN SCHERE GOLGET IN DECORET PARTY AND THE LIFE OF JOHN SCHERE GOLGET IN DECORET PARTY AND THE LIFE OF JOHN SCHERE GOLGET IN DECORET PARTY AND THE LIFE OF JOHN SCHERE GOLGET IN DECORET PARTY AND THE LIFE OF JOHN SCHERE GOLGET IN DECORET PARTY AND THE LIFE OF JOHN SCHERE GOLGET IN DECORET PARTY AND THE LIFE OF JOHN SCHERE GOLGET IN DECORET PARTY AND THE LIFE OF JOHN SCHERE GOLGET IN DECORET PARTY AND THE LIFE OF JOHN SCHERE GOLGET IN DECORET PARTY AND THE LIFE OF JOHN SCHERE GOLGET IN DECORET PARTY AND THE LIFE OF JOHN SCHERE GOLGET PARTY AND Rock arena where the concert is to be held. He then instructs the receptionist to call San Francisco

Energetic 28-Year-Old Concert Promoter Bringing Rock To New Jersey Venues

Scher: aggres-

promoters on the East Coast. At 28 he heads the Monarch Entertainment Bureau which books and owns the Capitol Theatre in Passaic, N.J., puts on rock concerts in Giants Stadium presents music at 25 colleges, books rooms along the Jersey shore and places the Grateful Dead (outside the Bay Area), Renalssance, Stanky Brown and Pierce Arrow on the cert circuit. Billboard's Dick Nusser, who normally stays in Manhattan, ventured out to Scher's nine-room suburban office complex in New Jersey to follow this dynamic impresano two days before he presented the first rock concert in the new New Jersey Meadlowlands sports complex. This is his report:

John Scher's day begins at

ottice in West Orange, N.J., in a

1977 Jaguar XJ6, and goes up

stairs to take the reins of his hud.

ding empire. It is a Friday, two

days before he is to present the

first rock concert in the 68,000-

seat Grants Stadium in New Jersey's Meadowlands sports com plex, starring the Beach Boys, Steve Miller, Pablo Cruise and

statf late and no mail, which hi akes in stride, dropping by to

tionists, glance at the daily Ticket-

ron sales report clacking off a tele

up messages from recep

Stanky Brown. Scher arrives to find half his

Forano, ot Concerts West, who is han dling the Beach Boys tour and co-promoting the Meadow lands concert. The Beach Boys are atraid that unless the show starts at 11:30 a.m. they won't finish their set in time to catch a plane. Scher explains that Meadowlands' officials don't their events interfering with church-going and that 12:15 p m is the earliest the concert can get underway. Fo rano is worried that setup times between four bands will be excessive and jeopardize the flight. Nevertheless, Scher otters to call the stadium and see if an earlier time can be arranged. A brief chat with Bob Harter of the stadium staff reaffirms the 12:15 starting time. Harter wonders what will happen if the Beach Boys go on late and play a short set. Scher tells him

and connect him with whoever answers the phone at Grateful Dead headquarters. Scher checks his watch, it is nearly 1:30 mands from Dave

"I have to get some of these things out of the way." he tells

It takes several phone calls to locate Dead leader Jerry Gar cia, who tells Scher he's more concerned about an upcoming date than giving his approval to Barry Fey's request for a wntten release concerning use of the Dead name on a T shirt to be used as a promotion for the Denver date by Schlitz

'I'm sure it's a nice design," he tells Garcia "And don't worry about Milwaukee. I'm getting on it now "One of the reasons the Dead hired me," he says, "is that now they have a rat on their side. They have my people with them and my people have boxoffice experience. We make

deals so tight that if anybody steals it comes out 100% from their side. The Dead appreciate that.

Scher moves along to the mail, which arrived some time ago and is waiting to be opened. He adopts an air of intense concentration as he opens the mail and assigns it tollowup action. One letter disturbs him. Larry Fogel of April Blackwood Publishing writes to say he's suspending the songwiters from Pierce Arrow for failure to produce demos in sufficient quantity Scher leaps on the phone contacts Pierce Arrow's Dave Buskin and gets his side of the story, then he calls for Mary and dictates a reply to



posed European concert itinerary for the Grateful

type machine in a corner, and a music on the East quick report from Mary Glogoza. "assistant general man "No mail, no statf," says Scher, settling into the desk chair he bobs in and out of throughout the day. Things are generally informal and most everyone works with his door open. There is a good deal of wandening done by Scher and his staft throughout the day, and Scher himself is dropped in upon

regularly. There is always someone running or, occasionally, slouching through the halls. The phones never cease ringing, and everyone seems completely absorbed in whal they're Monarch employs an office staff of 12 people. Over the course of the day Scher touches base with every one of them, as well as others working to set up a stage at Giants Stadium. on the road with one of four bands his company books, ram

bling around the countryside producing college concerts or run-ning the Capitol. Scher spends a lot of time on the telephone. During Billboard's visit, he was heard talking to at least one lawyer, several road managers, various a&r, public relations, artist development and publishing executives, other promot ers, and officials from Giants Stadium and the N.J. Sports and Exposition Authority, the quasi-public agency which runs the Meadowlands and has given the green light for a rock concert on the basis of Scher's performance over the past seven

"I always believed in New Jersey as a separate market," Scher explains between phone calls, "I grew up here, and I knew that people considered it a schlep to go to New York tor a concert. I never considered going into Manhattan I did some very simple research once. New Jersey is the number two state in the country in per capita income and of course it's heavily populated. The big hurdle was getting the lods to go to

The denim army didn't have any trouble finding the place because the Capitol has become a regular stop on most rock tours. Its success can be measured by the fact that Scher's general manager. Amy Polan, made the last payment on the Capitol the day we were there

Several items on Scher's agenda for the day stand out from the rest. He was busy with final details of the Meadowlands concert and he was putting together a European tour for the Graletul Dead with a proposed stopover in Egypt where the band would play in a pyramid

There were several domestic dates to be handled for the Dead and the other bands, as well as crises involving the pub lishing contract of one of the bands, a last minute demand by the Beach Boys for additional money and an earlier starting me and a costly misunderstanding involving overtime for

Scher fields these things from his desk chair, nimbly punch ing out phone numbers, shouting down the hall to one or an other of his staff, and meeting briefly with several key assist nts Scher seems aware of every detail going on in any sphere throughout the office

He meets tirst with Amy Polan who functions as his right hand to arrange for delivery of a contract to Scher's lawyer, Al Hood, in Asbury Park. He approves an additional date for a concert teaturing Southside Johnny and the Asbury Jukes and advises assistant Bert Holman to "pul the tickets on sale

but hold the advertising for the time being "He bemoans the fact Ted Nugent has grabbed a date he wanted in upstate New York and immediately orders two other halls nearby for Scher finds a private moment, above, during office hours and then gets the correspondence going with Amy Polen, his chief assistant

that they'd have to take another plane

"Anyway, they're not walking away trom \$200,000 so don't worry about that," Scher adds, "It worse comes to worse we'll have to have Steve Miller close the show.

Scher calls Forano back and gently places the problem in his lap, inviting him to call Harter at the stadium and hear the

'it's 12:15, no earlier, and he ain't gonna budge." Scher tells Forano at one point. "But if you want to take your shot, go ahead and call him. But you have to understand something. These guys know me. They know we can get those

changes made in the time we said we'd make them thought four acts might be stretching it but it can be done," he says, reeling off his own estimates of how much time each band's set would take, how long it will take to clear and setup for the next act. Forano, skeptical, hangs up, but promises to call back

Scher leaves his seat momentarily to search thro other office for a missing calculator. On the way he bumps into assistant Bruce Moran, who has a question about where to book the Grateful Dead mowe

I don't think we should rent all those theatres, Bruce, Scher says. "Let's talk about it later." He finds his calculator and returns to the office where he fiddles with it for a minute before exclaiming: "Agents, man, you take 'em senously and you're in big trouble " He is interrupted now by receptionist Cindy Denburg, who has someone claiming to be Ahmet Erte un's secretary on the phone seeking tickets for the Giants

'Tell them it's too late," he says, fielding a few more requests for backstage and parking passes now from men bers of the staff and the Stanky Brown band, whose lead guitarist personally requests a pass from Scher with the adm tion that it be done guickly. His mother, who can't find a space outside, is waiting in the car. Scher hands him a pass and asks

ny to see how many passes are left Moments later Scher issues a general moratorium on the further distribution of passes, especially backstage passes. reminding everyone that the Beach Boys specifically asked ackstage area be kept uncluttered. Scher mentions that "A&M wanted 25 passes for its New York executive staff," and he told them they didn't have 25 executives in New York. He also turns down a request for tickets from a Passaid municipal inspector willing to pay for them, and meets with boxottice treasurer Shelly Diarmond and chief assistant Bert Holmes, described by Scher as "first under me running the management department and working with the groups and

Holman and Diamond point to tigures reflecting grosses of ent college concerts. Scher scans the print-out. you mean," he says. "These are odd tigures, but there's one date there where the kids weren't even in school. You have to expect something like that

He mets with Richard Ames, giving him instructions to p out the names, Telex number, estimated capacity of the halls and local taxes on the Dead tour. In the middle of this he takes a call from promoter Barry Fey regarding a torthcoming Dead

Fogel. Several more phone calls come in, prompting Scher to make an aside that he's now wearing his "prom The calls involve several bookings at the Jersey shore. Scher asks David Hart to check out the availability of the group Flame for one of the dates and to follow up on Patti Smith's

request for expenses on another The atternoon following lunch begins with a phone call trom Giants Stadium asking whether Scher will have his own man directing the cameras onstage that flash images to the stadium's giant matrix scoreboard, "Absolutely " Scher renlies

'I don't want a guy operating the cameras who doesn't know the music." Following that Scher receives a call from Michael Dunford of Renaissance, who has just arrived back in England. Dunford wants to know if Scher has spoken to Seymou Stein of Sire Records regarding some grievances the band 'I had a lengthy discussion with Seymour," Scher begins.

"I think he's afraid of Warner Bros., but obviously he's not gonna let us out of the contract. I told him everything and he says the band isn't as upset as I claim. So I told him he's mak "Look," he concludes, "we can't get out of the recording

deal but we can get out of the publishing so don't worry. Look if we can't get these things we'll have to do something else." Within the next hour Scher receives a phone call that visibly disturbs him. He listens in silent disbeliet for a few moments and finally, for the first and only time during the day, explodes

"We had 20 guys there all day and we only needed 10 and you're just telling me this now?" he shouts. "Well, I have news for you. There's not going to be any soundchecks for anybody." Scher hangs up the phone with an air of resignat - unions," he mutters. "We wanted to let 10 stagehands go last night, there wasn't any work for them and they wanted to go, but the business agent wouldn't let them." He punches out the backstage number at the Giants Stadium and asks for one of the facility's operation statf. When the connection is made an argument begins over who was responsible for negotiating the stagehands' working hours. The person on the other end of the line, apparently,

"If that's your position then let me negotiate with the unions from now on because you're sure not operating in my best interest," Scher snorts Suddenly he explodes again. The person on the other end of the line is accusing Scher of not spending enough time at the stadium

That's bullshit, I was there until a quarter after one this morning," he replies "Are you gonna tell me how to run my business, now? I don't need to be there to lug equipment. that's not my job. My guys know what they're doing without me." He scowls and reaches for his calculator before making

another call "That little incident cost us \$1,000 " he buffs That "little incident" also prompts Scher to reach for the bottle of Maalox that sits in the middle of his desk. He takes a gulp and admits to having an ulcer. The talk turns to Bill Gra ham. Scher laughingly agrees that he's not possessed of the same tire that drives Graham, but his admiration for his West

Coast counterpart is obvious "Graham taught me a lot," Scher says. "He let me hang around and he shared a lot of insights with me. He's my idol; there's no doubt about it." Graphic layout. But he Rollins

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If you really love him.

Our congratulations to all the

winners and particularly to W. J. Williams for his Grand Prize Winning tyric, "If He Makes You Feel Like A Woman,

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FLEETWOOD MAC

54

John F Kennedy Stadaum Philadelphio

Nearly 65,000 lans braved threatening skies July 29 to get a look at this wildly successful recording act at the hulking, antiquated football stadium best known as the home of the A Navy game Unlike the Rolling Stones date held here earlies in the summer, the affect narrad without many incident as the croad was good natured and orderly

The band hit the stage about 4 20 and immi diately brought the throng to its faet as it corened with some of its stronger uptermen ma

Instrumentally the band was in rare form Ihroughout with drummer Mick Fleetwood giv ing a particularly strong performance. Fleets sizz drummer with the power and flare of rocker. His solid home keeping and soleded hills are one of the groups preatest yet most appre Unfortunately worsted Stevie Nicks was in

poor form as she seemed unable to get her voice to do the things it does on record. This was par brolarly disappointing to her fans since Nicks is the voice leatured on some of the groups big gest hits such as "Rhiannon" and "Dreams For the most part the band's 17 song, 100 de set was well paced with the spreading its strongest material such as "Listen To The Wind Blow," "Oh Daddy:" "Say You Love Me," and "You Make Loving Fun " throughout

The set did get tedious towards the end, with "You Can Go Your Own Way" being the only song mithe last six that held the crowd's atten-PORCET CORD IR

THE COMMODORES

Buffalo, N Y

me 7.200 enthusiasts tound the rocking and blues of the Commodores worth nearly a two hour wait July 23 as the six man band sucown hall's atmos ohere into that of a huge party Waiting somewhat patiently through two

warmup groups, the crowd of less than half ca nardy responded with shorming best as the modores entered yet a live minute thunde roll climated by two smoking explosions After reudening "Just Want To Ba Close To the group premised to "raise the roof off

of this place" and made a valuant affempl with its receat hit, "Brick House" The crowd was dancing and singing along, clapping hands, and those not dancing shill stomped when a calmer favorite, "Leaving On

Sunday Morning" was offered, the gallery still danced and saag And many were people clad in three piece suits and tancy dresses inside a swellena e auddonum The main eyent lasted about 80 minutes with

15 selections affered The warmup groups in the program billed as The Commodores Tour '78' were A Taste DI Honey and Con Funk Shun A Taste Of Honey

was introduced as "a group of sexy, super sassy soul sisters." The audience obviously was not b. miles with this group's music, but accepted the witation to "beogie and woogie Con Funk Shun, a group of five men who har

monized and danced their way across the stage. provided extra incentive for enthusia JIM BAKER

"REMINDER"

KASTNER & McNALLY

SHOWCASING AT

THE TROUBADOUR

WEST HOLLYWOOD.

CALIFORNIA

Evenings of

AUGUST 16 and 17,

1978

EDDIE MONEY

ng double billing brought Iwo top rock acts and a buil house into this expansive outdoor

aerna fuly 26

Money, reviewed here recently, opened the ow with a frenetic flour long set, which sales

fied the house totally. Then Mason took over and for the final box and 40 minutes carved out his own brand of sical mastery in a gertectly executed 15

tune set. Fuervinge we'll hame deliciously hance Mason kicked off strongly with back to back renderings of "Only You Know And I Know" and Partact Guson, both from his latest Columbia

Manposa De Oro So strong was the audience's reaction that the only question at this early point in the show was, could be sustain the kind of exclament be deperated right off the hal?

He did His singing and impi work remained coastant throughout. Moreover, the harmonies, both the instrumental blend and the vocal meld, left nothing to be desired

And no wonder when one considers the call er of sidameu used. Carl Graves, formerly with Skylark, vocals orhoussion, Mark Stein, erst while lead corner with Varilla Fuder worsts key , Gerald Johnson, bass, Tony Eisenbarger guitar Rick Inegar drums and John Sambaters formerly with Andy Gibb, guilar keyboards vo-The canner came with a sparking three tune

medley like rendering of "Take Ti Time To Find " "Share Your Love" and "Watch Tower A standing whistling match-buraing or

brought the group back for a pair of eacore numbers-"Tonight You're Mine" and "Feeling Alright" which, in an understaled way, de scribes like crowd's collective emotion as it filed out peacatully at 10 50 p m JOE X. PRICE THE CRUSADERS

Roxy, Los Angeles

When you out su superb jazz musicians on stage at a popular rock spot like the Roxy, you're bound to have a selloul, regardless of the croun's musural sense Answay that's what han ened on three consecutive nights (July 28 29 30) when the Crusaders took over

With drummer percussional Nesbert "Sha Honner shill at the helm. The Cousaders are coin presed of Wilton Felder on reeds, Robert "Pops Popwell, bass, Billy Rogers, gurtar and Sample on keyboards Special guest percussion ist was Paulinho DaCosta

In a seasabonal 80-minute opening set July 29 the sextel floored the young, hand-clapping crowd with some 18 tunes of varied hue and fla yor with each instrumentalist taking his individ ual lurn in the solo snot Highlights were many, but possibly the most

memorable solo of the evening came from Poo well's electric bass when, on the closing num ber, the encore, he stapped it silly in a slow to torrid tune belied "Rayou Bottoms" He started out a cappella and wound up that way, which made for a beautifully symmetrical 15 minutes of improvisational jamming Also outstanding in a wild display of ram

bunchous rhythms was the stick work of Hoos and the colorful gyrating of percussionist Da Costa in a tune called "The Oraw

Somewhere around mid set, the spot went to imple, who, Felder correctly stated, 'has re accessed the role of acoustic mann and out if in its rightful place." The sidemen took a walk as he noverhoused his way through a magn solo turn ra a tune tritled "Cosmic Reiga" tri the Crusaders' nemest chart climbing ABC LP Il was, indeed, a glorious evening for mod

PERRY COMO Greek Theatre, Los Angeles

la an inspung hour long. 16 lune show for an SRO crowd July 20, the indefahgable Como ed beyond question that he is still the "Mr

Chansma" of sone Greek shint, a four night, soldout run which began July 19, was his first coacert ap

pearanca in these parts ia some 40 years Incredibly, everything about the man mount estact, but insmitable causal their he physical appearance (save perhaps for the tux he wore instead of his palented sweater) and most important of all his silven lenor pipes The show had a solidly contemporary feel

thanks in part to Good Shift a vocal dance group comprised of four handsome couples. The ligia value was much in evidence when the man benught bears to the east of many in the predominantly middle aged audience with such predominantly movements are oldiers as "Templation, memory lane oldiers as "Templation, memory lane oldiers as "Templation," "Testolahon" "You'll shme Of My Life and Twithout A Sone Among the other highlights was a brillia

piece of special material used previously titled Can lost Read Your Mind" in which Come fells the audience exactly what they're wonde about him-"Is he as cool as he seems What does it take to gattle him? Just how old it. this romantic cononer who used to do The 66 year old Component diseas lists support by a well synced 28 piece orchestra S

phenson was like comic on the bill and his lop scal barbs about white tokenism, marriage, di vorce and religion brought works aptenty However, the biggest howl of the evening came from Como himself, when, after delivering a sentimental rap on his daughter while dedicat ne the sone "You Worry" to all the lathers in ence, he contessed. "I think sha's 41

Lovers") to the closer ("Walk Oa"), Como held his adonag crowd mesmenzed. The encore num "Send Ia The Clowns," which followed standing ovalion was the best reading of that songheard in a long time FRANKIF VALLE

Aladdin Hotel, Las Vegos

Valli made his second appearance of the year July 13 at the Aladdm's Bagdad Showroom and scored what had to be a personal tnumph. Rid ing the crest of his latest hil "Grease," from the movie of the same name. Vally unleached a 12. some set parkaged usin a tast one hour pm Aerhoone himself in his un-heat not

sounds. Valk opened his show with some worten by his finend Rairy Gibb. Next was one of three sones from his falest album Frankse Valls Is The Word." the lunky rhythmed You Can Do It." Prior to the next new soag Valls continued his high tenor falsetto style wi such past hits as the pop-oriented ballad. "Can't Take My Eyes OH Ot You." the 1975 hit Who Loves You?" and his disco his New Yorkey Enhancing his act with three vocalist

sed of Krystal Davis, Jean Graham and Jim Zimmarman, Valli led the singers in a mediev of his hits, which included sounds from the '60s

DUAL GUITARS-Les Paul left and Chet Atkins perform together for the



SIMON SAYS-Paul Simon chats with Ian A. Wiener, right, CBS/Israel inte national a&r manager and Ronnie Braum, center, CBS/Israel promotion manager, following a soldout, four venue tour in Israel

Those songs were "Stay," "Workia" My Way" and "Let's Hang On" with the three backup sing cer's riging on schets with Valla's raitrals them. Another new selection from the album on them Another new series into the electric.
"Needing You," showcased Valli's disco power again in a harmonic melody line illustrating his six man band's versalility Lee Shapiro, Valli's musical conductor, led the hight kind group which contained pranist

Forman, guitarist Tim Breen, Harvey Au ger on bass, drummer Ron Tiemp and Richard Garcia on percussion A medley of hits continued Valles positive

sound performance, with such "Sherry," 'Walk Like A Man." 'Big Girls Don'll Cry" and "Bye Bye Baby " Pnor to the love songs medley, Vall executed a new Bill La Bouaty slow disco soag, "Sometimes Love Songs Make Me Cry." another selection off the

"Without Your Love," yet another lyncal bal tad from the new LP beloed to close the hour. plus performance, followed by a past hit "Swearin" To God" and a regin se of his but single FORFIGNER PAT TAVERS

Convention Center, Las Vegas

Sound qualifywise, this July 22 concert was a

disaster as are so many similar concerts held in

Although Forguner, a multi-talented sor man

As Ice" to "Feels Like The First Time" as well as

its latest effort. "Hot Blooged" and "Double Vi

sion," from its LP of the same name, the 12

ever, aside from the poor house system, was Fo

eigner's contiaued amphasis on long, drawn gut

ck efforts rather than relying on its estab

It wasn't until the fourth sone a ballad "One

Or One," showcasing lead guitarist vocalist Mick

lones from its hirst I P that the instrument was

balance was achieved Unbil thal point the

Current sungle "Hot Blooded" found lead

inger Lou Gramm coavincingly prowling, leav

ing and skipping around the stage like Mich Jag

ger in a driving style
Familiar hit "Ice" leatured keyboard playar

Al Greenwood on impressive synthesizer effects

as did cosmic oriented "Say Rider" which also

offered fan McDonald on Hule solo and guitar

bott provided necessary accompaniment to like

than the recognizable hit sounds and integrated

lighting the rest of their repertone was ua

highlighted by 'Hooked On Music,' from his lat-

and vocals. The remainder of his selections were

was a hodge podge of distorted music

HANFORD SEARL

little to set the stage for Foreigaer In lact, the noisy 45 minute seven song set

nondescript, diustrating a tack

Polydor artist Pat Travers and his hand did

ng assault and visual antics. But other

other loss band members, who led the ear

Bassist Ed Gaghardi and drummer De-

the 7,000 capacity Coavention Center

song. I'm-hour set was disannounline

lithed number

sound had been deatening

eveatful and unclear

What constituted the biggest letdo

The attractive Australian vocalist made his New York area debut in this macrine outling

amphitheatre that usually plays host to summe stock revivals of Broadway musicals. The say of the facility and the distance between the star and the audience (about eight feet of ocuan seemed more than Sang could deal with as shi struggled to elicit response from her farava-Sany has an impressive voice that is pa

group has been playing have not brought if it

front of the large audiences its talents deserve

Tels July 27 date drew a full house as the

sand has a strong following throughout the met

opportias area. The band now leafures a second

lead singer Skip Borderly to go along with one

dimension to a group that in the past has rein

almost exclusively on uplempo numbers. One of

was Borderly's work on "Cherry," a ballad from

Also outstanding was "Sing A Lette Pra

For Two," another strong new song and 'Do b' The French Way, "Dreaming A Dream" and

SAMANTHA SANG

Jones Beach Theatre, New York

ROBERT FORD IR

the high points of the eight song, 50-inin

Borderly, a strong ballad singer, adds a new

nal vocalist Phil Thomas

the band's current album

'Oancin'," which are the gro

larly strong in the lower registers. But she has a fendency to affect a rather unique both rass squeak is her voice which many in the 70% hill house found amusing. This was not good at Sand used this source, for the most part, or bit For this July 23 date Sang was backed by a

mortent six niece hand and two legisle until sts. The 50-minute, 11 song set featured some entertailing mainstream pop songs such a "But If Sha Moves You" "You Keen Me Dux and Warting For The Last Goodbye Most of these songs received good audience sponse though she did lose the crowd who

she performed weak versions of "Boope Dope Oogie' and Too Much, Too Little, Too Late Sang climaxed her set with her Barry and Robm Gbb-pennad hit "Emotion," which drew Ihunderous applause Unfortunately, she de cided to press her luck and come back for one more song, which the crowd virtually

DAVID SOUL MARIA MULDAUR Greek Theatre, Los Ang

ROBERT FORD IR

The only thing tacking in David Soul's 15 song set here Aug 28 was the precise ingredient which abounded in opening act Maria Muldair-

But the MDR audience consisted over whelmingly of well dressed women in their late 30s, with perhaps one in four towing a husband

The ladies had come to sea they heartthrob Itlevision detective "Ken Hutchinson" of sky And Hutch"-and the mere tack of projec tion, sincerily and excitement is his voce for like 80 minute show would not deny them their chance to pell him-literally with lieutra stuffed animals and heart shaped pillows

(Continued on page 59)

Not that Soul wasn't pleasant and ingratol ing enstage, to the contrary, his own enthissism for performing actually highlighted and strangely contrasted the lack of conviction in his singing Bul it would have been hard for any performer not to be carried away when backet by the eight musicians with whom Sout had spent the past six weeks touring

CROWN HEIGHTS AFFAIR

In the three years since it birst begon up on the disco charts, the Crown Heights Affai

has matured into one of the most entertaining and prolicent live acts in its ideam.
Unfortunately the band's ideam has been its biggest hindrance since the small clubs that

first time ever at New York's Bottom Line. The appearance was in support of the duo's new RCA LP "Guitar Monsters."

Top Boxoffice

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|------|---|--------------------------|--------------------------|-------------------|
| Rank | ARTIST-Promoter, Facility, Dates OENDIES SELLOST PERICEMANCES | Total Ticket Sales | Ticket Price Scale | Gross Receipts |
| | 01 1: 0 0 11 1 | | | |

Stadiums & Festivals (More Than 20,000) OAY ON THE GREEN #4 FEATURING ROLLING 60 000 \$12.50 \$750.0004 STONES/SANTANA/EODIE MONEY/PETER TOSH-Bill Graham, Stadium, Oahland, Calif., July 26 EAGLES/LINGA RONSTAOT/OAN FOGELBERG-54,108 \$12-\$15 \$679,589 orary Prod / Chris Fritz & Co. Arrowhead rowhead Stad. Kansas City. Mo. July 31

| | 3 | EAGLES/STEVE MILLER BAND/JESSE WINCHESTER—Feying Presents Inc / Concerts | 38,102 | \$11 \$11 50 | \$437,91 |
|---|----|---|--------|---------------|----------|
| | | West/CII Program Council, Folsom Field Boulder, Colo., July 29 | | | |
| 7 | | Arenas (6,000 To 20 | (000, | | |
| | 1 | COMMODORES/CON FUNK SHUN-Taurus Prod . Civic Arena Pritsburgh Pa. July 28 | 17,480 | \$8 50 \$9 50 | \$160,05 |
| | 2 | COMMODORES/LTD/THREE OUNCES OF LOVE— Taurus Prod , Stad Chicago .11 tuly 30 | 17,008 | \$7 50 \$9 50 | \$157,05 |
| | 3 | COMMODORES/CON FUNK SHUN—Taurus Prod / Electric Factory Concerts, Rivertront Col., Cincinnati, Ohio, July 29 | 16,940 | \$6 50 \$8 50 | \$135,30 |
| | 4 | CROSBY, STILLS & NASH—DiCesare-Engler Prod. Civic Arena, Pittsburgh, Pa. July 26 | 15,500 | \$8 50 | \$132,00 |
| | 5 | COMMODORES/CON FUNA SHUN-Taurus Prod . Market Square Arena, Induanagolis, Ind., July 27 | 16.604 | \$6 50 \$8 50 | \$128,05 |
| | 6 | BLUE OYSTER CULT/ALVIN LEE/BRITISH LIONS/ DR. HOOK—Jack Utsick Presents, Rick Bronson, Non-Pared Prod., Fair, Scarborough, Me., July 25 | 12.500 | \$10 \$12 50 | \$127,50 |
| | 7 | WILLE NELSON/EMMYLOU HARRIS/DON BOWMAN—Pace Concerts/Louis Messina, Summit Houston Tex. July 28 | 15,042 | \$7.\$8 | \$116,92 |
| | 8 | TED MUGENT/JOURNEY/MANTUCKET—Cross Country Concert Corp., Col., New Haven, Coan., July 28 | 10,590 | \$6 50 \$7 50 | \$76,58 |
| | 9 | TEODY PENDERGRASS—Peggy Wells Centroplex. Baton Rouge, La., July 27 | 11,300 | \$6 50 \$7 50 | \$75,00 |
| 1 | 10 | NANSAS/WALTER EGAN—Entam/Sunshine Prom Rupp Arena, Leaunton, Rv., July 29 | 9.016 | \$7 \$8 | \$68,40 |
| | 11 | TEO NUGENT/JOURNEY/NANTUCKET—Jack Utsich Presents, Cumberland County Crisic Center, Portland Me., July 30 | 9.100 | \$7 50 | \$67,95 |
| | 12 | TED NUGENT/JOURNEY/NANTUCKET—Cross Country, Concert Corp., Civic Center, Springfield, Mass., July 27 | 9.789 | \$6 50 \$7 50 | \$67,83 |
| | 13 | JOURNEY/LE ROUX—Mid South Concerts, Col. Jackson, Miss. July 25 | 10.116 | \$6 \$7 | \$62,21 |
| | 14 | TED NUGENT/NANTUCKET-Don Law Co., Col., Cape Cod Mass., July 29 | 7,200 | \$8 50 \$9 50 | \$61,80 |
| | 15 | NAMSAS/WALTER EGAN-Entam, Col., Greensboro, N.C., July 30 | 7.805 | \$7.\$8 | \$59,15 |
| | 16 | AENNY LOGGINS/AL DIMEOLA/MICHAEL STANLEY BAND—Wolf & Rissmiller, Sports Arena, San Olego, Cald. July 25 | 6.793 | \$6 75 \$7 75 | \$52,12 |
| | 17 | SHA NA NA-Wayna Mederlander, Merriweather Post Pay Washington, O.C., July 27 | 6,329 | \$6 \$8 50 | \$49,74 |
| | 18 | KENNY LOGGINS/AL DIMEOLA—Bit Graham, Greek Thea, Berkeley, Calit., July 30 | 7 297 | \$6 50 \$7 50 | \$48,05 |
| | 19 | WILLIE NELSON/EMMYLOU HARRIS/OON BOWMAN-Pace Concerts/Louis Messina, Convention Center, Pine Bluff, Ark., July 27 | 5.907 | \$6 50 \$7 50 | \$43,65 |
| | 20 | WILLIE NELSON/EMMYLOU HARRIS/OON BOWMAN-Pace Concerts/Louis Messina, Crisic Contes, Monooe, La. July 26 | 4.918 | \$6 50 \$7 50 | \$36,44 |
| | 21 | ARIS ARISTOFFERSON & MITA COOLINGE/BILLY SWAN-Sunshine Prom , Market Square Arena | 4,503 | \$5 50 \$7 50 | \$33,35 |

| 21 | SWAN-Sunshine Prom , Market Square Arena | 4,503 | \$5 50 \$7 50 | \$33,392 |
|----|--|--------|---------------|-----------|
| 22 | Indianapolis, Ind. July 30 KINKS/CHEAP TRICK—Feyline Presents Inc. Redrocks Park, Genver, Colo. July 27 | 3,984 | \$7-\$8 | \$31,617 |
| Γ | Auditoriums (Under | 6,000) | | |
| 1 | SHA NA-Melody Fair Thea, Melody Faii Thea. North Tonawanda, N.Y., July 30 (3) | 10,144 | \$7 | \$74,562° |
| 2 | | 5,805 | \$8.50 | \$49,342* |
| 3 | SHA NA NA-OiCesare-Engler Prod /Ed V. Green Enterpreses, Broome County Arma, Binghamton, N.Y., July 28 | 5,600 | \$5 50-\$7 50 | \$38,839* |
| 4 | BAB MARLEY & THE WAILERS/IMPERIALS—Avalon Attractions, State Univ., San Ovigo, Calif., July 24 | 3 800 | \$7 75 \$8 75 | \$32,889° |
| 5 | | 3.271 | \$7 50 \$8 50 | \$27,586 |
| 6 | JIMMY BUFFETT/LITTLE RIVER BANO-Alex Cooley Inc /Bash Pred Mun Aud Columbus, Ga July 24 | 3,187 | \$7 | \$22,307 |
| 7 | BILL COSBY—MorningSun Prod., Crick Aud., Redding, Calif., July 27 (2) | 2,891 | \$7.\$8 | \$22,066 |
| 8 | MARTIN MULL/RAUN MACAINNON-Stocky Prod. Thea Tampa, Fla., July 27 | 2,800 | \$6 50 \$8 50 | \$20,833° |
| 9 | KINKS/BLONOIE—Pace Concerts/Louis Messina, Music Hall, Houston, Tex., July 30 | 2,960 | \$6 50 \$7 50 | \$20,683° |
| 18 | MEATLOAF/PRISM—Wolf & Rissmiller, Crint Center, Santa Monica, Calif., July 25 | 2,397 | \$7 50 | \$17,977 |
| 11 | | 2,539 | \$6 50 \$7 50 | \$17,199 |
| 12 | Asbury Park, N.J., July 29 (2) Chies Mitz & Co., Music Hall, Omaha, Neb., July 25 Chies Mitz & Co., Music Hall, Omaha, Neb., July 25 | 2,165 | \$7 50 \$8 50 | \$16,771 |

Talent In Action

Fiddler Sugreme Richard Greene and Rulest Andy Kulberg (both formerly of Sea Traint distinger him Hodder (formerly of Steels Oan) and harmonics wizard Nurton Bullalo sparked the group which also leatured guitar puno and two female backup sungers

Soul opened with an energetic "Howay For Hollywood," which contained a calupso thirth mic strain peculiar to most of Soul's uplempo

numbers His best moments were gradictably with ballads, most notably of Kenny Rogers' Sweet Music Man," his encore of the hit, "Don't Give Up On Us Baby," and a haunting tune penned by Muldaur's excellent guitarist, Rick Vito, entitled, "Surrender To Me."

Vilg received several spontaneous accolades during Muldaur's bubbling 10 song, one hour sal, which warmed the chill summer air at this outdoor bowl with uplempo sensuality. Opene

Ain I The Meal, It's The Molion, only set the crowd up for Muldaur's classic hit, 'Midnight At Sticking with album selections laely well known to MOR listeners, Muldaur provided

spellbinding moments with JJ Keil's "Capin Moon" and an old Brilie Holiday number. "Lover As if not to be outdone by Soul's bachup band, Muldaus received outstanding support not only from Vito but pranist Ronnie Barron,

hom player Andy Stein, bassist Gene Halk, drummer Steve Milchell and vocalist Bechy Though it was indeed Soul's evening, despite applause which should have earned Muldaur an encore, the after show buzz included many ladies murmuring riems such as, "I enjoyed

Hutch, but I really liked that girl. too what was her name? RAY HERBECK IR DAVID JOHANSEN Bottom Line, N. Y

Johansen, one of the founders of Gotham's power pop school of contemporary musical ex pression, made his reluin to the stage here July 20 with a crackeriack band, a wealth of new ma taribl and a devoted SRO audience that cheered his every move Judging from his performance he deserved all the applause and more

As the former lead stager of the New York Golls, Johansen had gamed a regulation as ona of the fown's leading pop personalities. It was a reputation that owed as much to outrage in dress and posture as it did to the musical style the group lostered however, and the group er joyed more notonety than success, disbanding after two albums

Now Johansen is signed to Epic as a solo per rmer and he has clearly pared his old act down to its most potent facets

ns willy, but the jorky mannerisms and flagrant Mick Jaggersms that he once relied on for shock value have been discarded. His act is now well rehearsed, and carried out with a discipline that insures a smooth compelling

He opened with "I'm I poking For A Kiss" from the Dolls' songhap It's a strong open enhanced by the presence of a sharp quintel consisting of three guitars, a bass and drums that supply just the right amount of excrement without detracting from Johansen's delivery It's a well-oiled act. The pace never slack

ened during the set, which ran more than an hour and included 14 songs, including three en The band is excellent, and feats

ormer Dolls' guitarist Syl Sylvain doubling on Johansen followed with songs from the n

album which are in the same mold as his old ones, but less shall. They are, for the most part, solid rockers with a timeless beat, a strong story line, and recognizable hooks

Slashine guitars and diums punctuate the lyncs and Johansen methodically acts out every nuance, milking the line for every cunce of laughter or meaning. This takes skill and he has it He's more than a singer. He's an entertainer Clothes are still important to his act, but they don't get in the way, they now asha hansen was wearing a pinh shawl collared suil, patent leather pumps and a grey porkpie stran hal which he lifted bach on his head, Iwilled and sametimes placed on one of the musicians heads II all was marvelous fun

At one point Johansen worked the audience in front of the stage, demonstrating his ability to mangulate the crowd "Frenchette" is another June worthy of note Il's a rousing willy rocker with a devastating sexual put down inherent in Tha tyrics. And with Johansen's careful enuncia lion, you actually hear the words

Talent

were well deserved, consisting of dated sersions of the Supremes' 'Love Child' and "Baby Love" proving that tohansen is at home with any song, as long as it's grounded DICK NUSSER

TOM PETTY & HEARTBREAKERS DERRINGER CARILLO

Palladnim, New York

It was almost like an old time battle of the bands when Tom Petty, Derringer and Carife lasked head on before a less than capacity, but Juliy enthusiastic crowd at the Palladium Juli

II was Carillo's birthday and he had his friends up in front Derringer brought in some outside help with Ted Nugent making a brief ap

pearance But the winner lurned out to be the headiner. Tom Petty & the Heartbreakers Petty, in his 90 minute set, played no ni nse rock 'n' roll, its component parts stripped

bare of all frills and prefensions. His music, while not really new wave, shares with the genre the sense of immediacy and potency missing from so much of commercial rock Petty and the four other musicians who make

up the Heartbreakers performed 15 songs in their set, combining new material with rock sics. There is a country influence in Petty's mu-sic, but while most country rockers have gone w and sweef. Pelly, as he showed with a biling readition of the Byrds' "American Gill. ramans saw and vibrant Petty opened the show with some of his new

malerial, including "When The Time Comes and "I Need To Anow," then played some of the lavorites from his first LP, including "Break down" and "Strangers In The Night" before closing with such rock classics as 'Don't Bring Me Down," 'Route 66," and "Shout."

With his long hair, blach suil and red sh Petty was as commanding in appearance in his performance as he was in his music Wielding his distinctive arrow shaped guitar, he stalked the stage, never letting up the inteasity he had established from the beginning

His performance made Deiringer honeye sock almost nate in compacison. But Deringer displayed a line sense of dynamics is show, building up in energy as the set went on With another lead gurtarist in the band with vm. Derringer was able to mount a strong double outlar attack that demonstrated not only his, but also like rest of the four man band's in-

Derriager's hour-long performance got in gear with his version of "Lawyers, Guns And Money," and then built up in the 10-song set to powerful versions of "Roch in Roll Hoolchie "You Really Got Me" and, for the encore "Roll Over, Beethoven," where he was joined by a subdued and low volume Ted Nugent. The au-

ence wanted more but got only one enco Opening the show was Carrillo, a four man Al lantic group led by vocalist Frank Carillo The band played a short, 25 minute six song sel leaturing its brand of studied non/rock

ile not as energelic or exciting as either of the two acts that followed. Canillo worked hard to please with the songs "Love You Like The Fire" and "I Want To Live Again" star

PAUL FLEISHER AND FRIENDS Tramps, New York Fleisher it not a meat cannohous player He's

not a great singer. But with enthusiasm and per sonality he puts on a good show In a seven number, 40 minute set his quartet

dertained an opening night aud July 26. Material leaned strongly to '50s r&b His opening 'Night Train' would have made For a change of pace midway through his per

manca he went into a stand up comedy ro time about a cloud with a human heart. He told this mostly in French, but there was enough translation to get the point of the story across

Much of his material is in the novelty ventuch as "Crazy Larry" and "Le Le Prople," in which he was augmented by two temale backup

gustarest irm Miller, who played in a limi Hendrii style frequently syapping musical phrases isher played both tenor and saxes, but seemed most at home on the fanor DOUG HALL

Campus_"

Agent Urges Promoters For College Dates By ED HARRISON

LOS ANGELES-Alex Hodges

president of Macon's Paragon Agency, feels that colleges should utilize promoters due to lack of expeneace on the part of ever chang ing student activities directors As juniors and seniors graduate

the new people don't know how to stage shows," says Hodges, "I think the best way for campuses to operate to use promoters Hodges sees the lack of experience

by students opting to promote the show themselves as the main reason for big name acts not wanting tu play campuses. "The students mean well and try hard, but they're not professional because of their lack of experience They don't put on enough shows to know

"If a student is doing the show, it makes it more difficult for me to feel comfortable. It's also more difficult for the group's manager to okay the date because he's afraid of last min ute cancellations. I'd rather see a promoter do it unless the school has

an established track record," states One snafu that Hodges frequently encounters when dealing with stu dents is misunderstandings pertaining to the rider especially over tech-nical aspects. "Language and communication are more difficult, he says "If it's done by the school.

you really have to walk it through

It's more like two or three trailer tractors coming It's more precise work. More precise than military maneuvers. Hodges has no qualms about campus facilities, stating that many times a school's facilities are hetter than city-owned venues "Schools

overlook the value of the facilities they have and don't encourage promoters to rent them. It only denies them income from other activities Yet despite Hodges' inclinations

towards professional promoters, he is solidly behind college concerts. He feels that campus dates are more valuable in terms of their lasting effect after the show "With campuses, you have good

audiences. Bands shouldn't over-look them." He says his clients will o more college dates this year, establishing rapport with schools Among Paragon's clients are the Marshall Tucker Band. Atlanta Rhythm Section, Sea Level, UK-

Squeeze, Cooper Brothers, Spanky Brown, NRBQ, Grinderswitch and The college circuit, he says, also

has its financial rewards. "Colleges provide the hand the opportunity make the road significant for profit. In line with Paragon's campus ac tivities is the hiring of John Huie to work specifically with colleges. Huic replaces Jeff Stroty

WUSF Ups Hours LOS ANGELES-WUSF-FM

broadcasting from the Univ. of South Florida, is extending its broadcasting hours to 20 a day effective Aug. 1. This is an increase of two hours. Those hours will be filled with jazz and classical program-ming. WUSF is National Public Radio's member station in the Tampa

Adds Hodges: "People in charge don't realize how complicated it is to do a show. They think a hand comes in with a couple of amps and sets up

Image Fete Flops, Axed By NAACP

By JEAN WILLIAMS

LOS ANGELES—The NAACP's

Image Awards have been discon-

Following what turned into a dispage Awards, held more than a month ago at Century Plaza Hotel here, the national board of the NAACP instructed the Beverly Hills/Hollywood chapter that the yearly event is discontinued until further notice.

The Beverly Hills/Hollywood chapter is the creator of the awards. An executive of the NAACP termed the end of the awards "a blessing."

The national board reportedly sent a letter to chapter presedent Maggie Hathaway stating. "At the July 5 meeting of the committee on the committee of the committee of age. Awards: chapterones the Res. Charles Smith. Geraldine Green and attorney Charles Johnson with Dis 81 Lamont and Alice Wilson. The Charles Smith. The Charles of the the committee on branches world sto the committee on branches world sto that the Beevelly Hills Hollywood branch be notified that the NAACP Image Awards be docontinued until

Image Awards be discontinued until further notice."
The recommendation was voted on and adopted at the 69th annual NAACP convention in Portland, Ore., the following day.

The Image Awards have been the topic of much debate over the way they have been handled. The awards of were designed by the branch to honor those in the entertainment in the progress of blacks.

Althea Simmons, associate direction of the control of the services in designed to the progress of blacks.

Althea Simmons, associate director of branch & field services in closing down the Image Awards operation said, "You are directed to discontinue any and all activities connected with the Image Awards organ effective immediately."

Certain members of the Beverly Hills/Hollswood branch feel the national hody has no jurisdiction over the Image. Awards since it was created by the local chapter and is a separate entity.

On the other hand, some members of the national board feel there's no such thing as a separate entity when the name of the NAACP is attached.

Aida Chapman, with "Soul Train" for the past four years, has pulled away from the organization to package her own syndicated television show. The show will be geared to women.

of productions and operations manager of Don Cornelius Productions in addition to being talent coordinator of the "Soul Train" ty show

Spring Records exces Julic Rifkin, Roy Rifkin and Bill Spitakky are in LA, to work on the production of a 13-minute promotional film to publicize Millie Jackson's new show "Get It Outcha" System," which is also the tule of her new LP

While on the Coast, the trio is lining up to strats for the fall for other Spring acts Joe Simon and the Fatback Band.

> pM White A Military Columbia 3 00191 (Sagpler BM):

> > 70

CAN'T HELP BUT SAY-Turne them

33 34 9

Elektra/Asylum's Lee Oskar has a line of harmonicas named for him in Japan. The instrument is being (Continued on page 61)

Billboard Hot Soul Singles

| | stor stor | apyrigi ed in a socepy | il 1978. Britoard Publications, Inc. No part et t retrieval system, or transmitted, is any form or by ing, recording, or otherwise, without the prior wi | his publi any ites iden per | gation and di missi | may bectrone | e reproduced, c, mechanical, ie publisher | | | | |
|-----------|--------------|------------------------------|--|-----------------------------------|---------------------------|-------------------|---|-----------|-----------|-------------------|---|
| This Week | Last Week | Weeks on Chart | o STAR Performer - Unifies registering great int proportionals operand progress this week TITLE_ARTIST Centers Label I Aventer (Del Label I Publisher Uccorner) | Ars Week | Lard Week | Weeks on Charl | TITLE ARTIST Office Librid & Number (Ded Label) (Publisher Licerses) | This Week | Last Week | Weeks on Chart | TITLE, KRTIST OWNERS, Label & Number (East Label) (Publish |
| à | 2 | 8 | THREE TIMES & LADY-Commoderss 11. Schiel, Motouri 7102 1 (100ct Commoders 800P) | 曲 | 44 | 6 | STELLAR FUNK—Store IS Washington IM Adems D. Webster A. Armagiss M. Helas Cooline 44/38 (Misrac) (Sportner) Cooline 100 | 由 | | | THINK IT OVER—Cosy Houston (C. Houston A. Ferds M. Zaper) Preate: (Sumac 6MT) |
| 2 | 1 | 14 | (100cts: Commodores ASCAP) BOOGLE OOGIE OOGIE — A Teste O' Maney Inherone P. Mchiel Capdel 4555 (Conductors Con Limits) | 35 | 28 | 13 | Colden 1861) LOVE TO SEE YOU SMILE supplement ID form 8. Process ABC 1/260 (Most 1840) | 台 | 80 | 3 | THERE'LL MEVER BE-Switch (B Debinge) Gordy 7150 (Motowe) (Jobele RSCAP) |
| 3 | 3 | 13 | (Conductive - On Timer, 88KD) YOU AND It—Rich James (R. Sames) Goods 7156 (Missions) (10004): ASCAP) | 36 | 31 | 11 | THENK GOD IT'S FRIDAY—Law B Gasss U. Codardons Casalisaca WS (Cale Americans) | 71 | 71 | 4 | LO.U.—Jae Simon (N. Harris, B. Tysan, J. Simon), Spring 184 (Pulydor) (EmperiSis, Strongs-Baper), Prop. |
| 4 | 5 | 12 | CLOSE THE DOOR—Today Production IX. Cambrill, Huffi Philotrophia International IAM (CRS) (Imphy Thee, BM1) | 37 | 35 | 12 | CAN'T GIVE UP A GOOD THING—Sout Children () Stemacilly Size 2206 (Earlizey) (Grossysol's Bill) | 故 | 85 | 2 | LET'S START THE DANCE - Hamiten Salayanan (H. Schanner) Mercury, 74(3) (Pressedin (Solayanan Plaza S. ASCAP) |
| 5 | 4 | 13 | STUFF LIKE THRT—Quirey lones 10 lones N AcMost V Simpoles E Gale S Gold N See B MacDomples AAM 2043 (Yellow Beck-Nico Digit 800) | 由 | 48 | 6 | (Grossradio BMI) PIRST IMPRESSIONS — Sylvetics (8 Novelton ID North Mercury 2006 (Finday Ibanduro BMI) | 曲 | 83 | 3 | (Bolzenon Pieze & ASCAP) OUR LOVE WILL SURVIVE Meny () Michel E Flord B Ark S Fingle II (Mengha Energia Continents Franch Rose |
| ł | 10 | 7 | SHAKE AND DANCE—Con Fork Short IP (cooper) Mercary 19006 (suit or 1889) | 39 | 36 | 11 | YOU KNOW YOU WANNK' BE LOVEO—Rech Burnes (Sicker-Markoca) Columbia 3 10722 (Nicker-Markoca) Columbia 3 10722 (Nicker-Cell, BMI) | 山 | 84 | 3 | YOU GOT ME RUNNING Lenny M |
| tr | 9 | 8 | CET OFF Fory (C Ongg:) Lefesma) Dash 5846 (Tay (Sheriya- Linkay Anne BMN) | 40 | 33 | 17 | (States Maloca), Columbia 3 19722 (Willow Gill, BMT) LET'S GO KLL THE WAY—Whopets | 75 | 75 | 3 | CHEEN TO CHEEN—tay Goss (N Cheek R. Gost C Cheek Dr Lite St (Proceder) (Delgn/Fal. Humany, 886) |
| 8 | 6 | 12 | LAST DANCE Bonna Summer IP Inhora: Cashbanca 916 (Primis-Digs (RMI) | 41 | 43 | 6 | LETS GO KLL THE WAY— Wagers 1M Rgen R Burke A House J. Remail Solor 11266 [ECA Stree Debuty ASCAP With Matters' letter 6 At 6 Mil. Third of Walle LEE | 76 | 76 | 3 | SLOW DANCE—Stanley Clarke G. Clarke; Non-poor 8-7518 (CBS) (Clar |
| | 1 | | SHAME—Golyn Chumpagne Eng (1 to Tath R. Cross) RCA 11127 (Gurbar Muly 8 Mile) 1887 | 42 | 45 | 7 | THIS IS YOUR LIFE—Norman Commers 11 Webb; Arcte GM3 (lebels ASCAP) 1 OON'T KNOW WHAT | 77 | 79 | 3 | CHKNGE OF PACE—Brotherhood (D Modes) MCA 40916 (Doctor Bock 809) |
| 1 | 12 | 13 | I LIKE GIRLS—Fathock dand III Carto) Spring (81 (Perydor) (Cirto BMC) | | | | I'O OO-Seest Cross If Barses V Hall Sharly Brook #\$1004 (Back to Rock Roll-Wig Out-Son Male (MI) | 血 | 86 | 3 | I DION'T TRIKE YOUR MAN — Ann (E Rondin P Barnes) No 78506 (Cream) (Sec 886) |
| | 17 | 6 | RUNKWAY LOVE—Linds College IS Askey) Codom 0110 (Andreak George BMI) YOU'RE ALL I NEED TO | 由 | 59 | 4 | WHAT YOU WAITEN' FOR-Starged (N Workleid) WCA 40732 (Water Lamediane-May 12th BMI) | 血 | 89 | 2 | THE BEST OF STRANGERS— Edde Randricks (1 Macaulay & Porges Avita 346 (Alma Macaulay ASCAP) |
| | | | GET BY - Johnsty Mother & Decrept Writights (N. Rohland: V. Simpson) Columbia 3 (877) (Johnse ASCAP) | 合合 | 54 | 5 | LOVE BROUGHT ME BACK-DJ Regers (D) Bogers) Columbia 3 38754 (Corde R ACCAP) | 曲 | 90 | 2 | SEASONS FOR GRES—Teamings () Aures J Befines B Turner, Reside (Gelden Perco: Person Music 580) |
| Ì | 32 | 3 | GOT TO GET YOU INTO MY LIFE— Earth, slind & Fee U. Lenne, P. WiCariney). Columbia: 2310/15 1800/22-0801 | 查 | 56 | 5 | CASTLES OF SANO—Jermone Jackson (McChery) Michien 1441 (Visite ASCAF) SATUROAY—Aurus Ince Wingh) (Il Erent N Ridger) B Cottor Businelle (825) (Waters Briss) Clock (Mill) | 81 | 81 | 4 | WHISTLE BUMP - Designs (E. Design) Parer Sim 1800 (Forge. |
| 3 | 22 | 5 | HOLDING ON-LTB 11 Datane 11 McDard ASM 2057 (Arra-McRescod ASCAP (roung McDardon BM) | 47 | 38 | 14 | Official Birds (Chrc BM) SHROOW DANCING—Ands Gibs (Ik M A Cod), 850 853 150 people ASCUP) | 血 | 91 | 2 | ALL AMERICAN FUNKATHON—W OR WORKING OR HUNCON WANTERS SAVE Bins (1984) Teeths Warner Tamorisms Bins (1984) Teeths Warner Tamorisms Bins (1984) ASCAP) |
| Ì | 23 | 7 | TAKE ME I'M YOURS—Wichest Renderson M Headersey Buddan 597 (Brislan (Decreased ASCAP) | 血 | 58 | 5 | SUPEN WOMAN—della IN Willess ASC 12356 (Sates Maude BM): | 83 | 78 | 8 | VAS TWOO 2020W |
| 6 | 16 | 7 | GROOVE WITH YOU-stop Brothers If, Inter M. Inter, C. Emper R. Robe, O. Sing B. bres, 1 Place, 277 (Eur.) obsessa, ACAP; | 49 | 37 | 19 | THE GROOVE LINE -Heateure (B. Temperter) Epic 859/24 (RinerTecabell ASCAP) | | | | ENOUGH I's Reader 18. Wycch M. Adamsen', Parachete 510 ACAP: State Demont Sing Tailory, 8401 |
| 17 | 18 | 9 | VICTIM — Cand. States 10 Countries Warrer Bros. ISSE (Bases: ASCAP) | 查 | 40 | 19 | DUKEY STICK—Coorge Date (G Date) Epic 850531 (Miscense ASSAP) | 85 | 87 | 2 | GREASE—Franke Values Sent (S. Gabi RCO 897 (Steward 846) |
| 8 | 19 | 8 | MY RACKO SURE SOUNCS GOOD TO ME—Graham Central States II. States is Barrie Goden! States Book 8602 Illinotesis Egity For 8861 | 51 | 49 | 12 | GOOD BAO & FUNKY—Stelligen III Steels I M Telbert & Lett-mars L Austin G legson W Berley R Resch Add 1236 I Goldet Back ABC Dannel Bell | 10 | 87 | | I THOUGHT IT WAS YOU - Herbeit Hit Hercock : Colors M Rages Colors 3 10781 (Mancack Wat Hobite 8 MT) |
| t | 25 | 11 | | 52 | 41 | 13 | HOLLYWOOD SQUKRES— Booley's Bubber Band (N. Galline, G. Chrison F. Maddy). Warner Briss. 8515: Rabber Band. 8411. | 1. | | 1 | STAN OUP — Martie Start (W: (2m1) AAM 70(5 (Mare-Armbon Rudo, ASCAP) |
| A. | 26 | | 18 Syst 6 Facts) Capid 4587 (Ground Denicole RSCAP) NEVEK MAKE A MOVE | 拉 | 63 | 4 | BSTS (Rabber Band BMT) DANCE—Spherder (Roberton & Otabere) Factory 827 (Japanier ASCAP) | 章 | | | HONEY I'M RICH—Repto (8 Farter & 1 Johnson) Arges 0353 (Reption ASCAP) |
| | | | TOO SOON—B.B Ring (5 Hooper of Intrings) ABC 12700 Ibrary! Four Ringsto, Bills; | 54 | 46 | 12 | BY WKY OF LOVE'S EXPRESS—Anterd 8 Sampuse (h. Anterd 8 V. Sampuse) Reviser Bros. 8571 (h.k.b.V.v) 45 (2014) | 17 | - | | LITTLE GRLS— Purb Labora: (A Wole) Epc 8 50583 (CES) (Swing, B |
| 1 | 21 | 8 | BABY I MEED YOUR LOVE TODAY—Sweet Bunder 1 Burt Members, Santas, Eastesp 76MOT 626 (Woods AM) | 由 | 68 | 3 | TUNK O NOTS— the Players W fleck 1 Million 1 Johns M Pacce 8 Middlerson C Satchet L Sonner Mercay 74014 Play One-Unchapped Bins | | eto | | GUESS WHO'S BACK IN TOWN - Houses & Earth (L Marks & Missony) Mortary 70013 (Jahmaia &SCAP) |
| à | 30 | 5 | IF YOU WKNIK OO A OKNCE ALL NIGHT-Spiners If Bell I Bell C James I M Bell Adjuic (19) IM-gely Taise BBI | 由 | 66 | 4 | Modestrekt, C Saichell L Bonneri Mercury Jidol J Pigy Dre-Uncappell Billin MORE THAN JUST A JOY-Ayetha Frankba (C Maybelt) Mantic 1895 (Maybelt 80%) | 敢 | 160 | Carter | YOU WERE MEANT FOX ME—Doney Mathaway In Petrol II Acts 2012 (Acts 4) (Residua ASSA ²) |
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| 6 | 27 | 8 | THE CORNEY | 61 | 60 | 6 | TT'S OYER-Cameo (B. Lebened T. Parama I. Backman) Chacolate City 614 (Conditional diseter Days 886) | 94 | 94 | 2 | USE TA BE MY GUY-W/SE ik Gambro L. my th Philadelphia informa 3650 (CRS) (Mighly Three BM) |
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| 8 | 13 | 15 | ANNIE MITE-Materie Cale In Cales Lipsul 4572 (Con Asamo (Mt)) | 由 | 82 | 2 | I'M IN LOVE-Page Segre IN Whiteled Whiteled SCPS (Warner Brot.) (May lawth Warter Tanancian BMS) | 96 | itt | CATRICE . | PLATO'S RETREAT—Joe Domain 31 Dennis S Bases LRC 58 (Tax (Allegood ASCAP) |
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| 4 | 47 | 8 | TOU-McCopys ISLA McCopy: Porton 5/8014 (ESS doland DBR) | 65 | 65 | 7 | EVERYBOOY HAS A OREAM—Machellans IB 1041, Columbia 310/46 | 98 | | 1 | PM CONNA NECO THE |
| 1 | 11 | 19 | USE TX BE MY GIRL—The O'legs IX Combin 1 no 91 Photological International A1642 ((8)) (Majora long 8 M2) | 台上 | 88 | 3 | SOFT AND WET-Proce There & March Renne Boss 8519 (Proce BM1) IT'S RETTER THAN GOOD | 59 | 77 | 5 | LOVE — Notice Cate 11 Life J. Freeman; Mileseum 617 ICe (Mile & Miles Seer Granered & Mil |
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OO IT WITH FEELING—Michael Zage 8 The Moon Band Festering Parks Bryton IF Clave, M. Zageri, Sang 737

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JACKSON, YANCY RIDE SUCCESS WAVE -

Jay's Enterprises Expanding To L.A., Adding New Artists

LOS ANGELES-Now that Natalie Cole is firmly established in the music industry, her producers Charles "Chuck" Jackson and Marvin Yancy (also her husband) are setting about developing other new

The duo, with the firm Jay's Enterprises in Chicago, is expanding with a second office here, according to Jackson.

He explains the company is working with Lace, a female trio, and Gary Glenn & Complex, a self-con-

And Melvin Britt has joined the company as talent scout. "We're also bring on new writers and produc says Jackson He notes that with Yancy, he is

also developing potential writers and producers. "Now that I am also recording and will be on the road at times. I want to know that there are producers and writers who can do the job when we're not there At the same time, while they

have their own ideas, which we well come, we can show them the way we want production handled and how to tailor a song to an artist Jackson, who now spends most of his time on the West Coast, says he

has formed a record company under Jay's Enterprises and will go into a label deal shortly He points out that now that he

and Yancy have written the bulk of Natalie's next LP, he is in a position to move onto other things, including putting together a stage act of his

Soul



BACKSTAGE PARTY-Far Out Productions' Jerry Goldstein, left, and Ray Parker Jr., right, meet backstage at the Rod McGrew Scholarship Fund Dinner in Los Angeles. Joining in the fun are Eloise Laws, McGrew and Stevie

Jackson, recently signed as an artist on Capitol has a new LP, "Passionate Breezes." "I have been writing and producing a long time but you can get stale if you don't get out there with the people

In addition to this LP being a method by which I can express my elf, by touring I will get a chance to talk to a lot of people

This will give me a fresh and new perspective in terms of writing tunes Because of my particular type of singing style (he's basically a balladeer) I believe I can get close to an

audience. 'It's strange how many things people will tell you when they feel close to you This is what I'm looking

forward to on the road." Jackson's stage act includes three background singers: Sylvia Cox. formerly with Roy Ayers. Judy Jones, ex-"Soul Train" member and

Old Sonas For A New Musical

NEW YORK-"Broadway Soul At Lincoln Center," a new musical revue featuring top production numbers and acclaimed songs from miere Aug 28 as the feature presen-tation of Lincoln Center's "Out Of

Doors" festival The show will feature songs from "Porgy & Bess," "Bubbling Brown Sugar," "Guys & Dolls," "Purple," "Don't Bother Me, I Can't Co

and "Your Arms Too Short To Box With God." There will also he two new numbers by Marvin Hamlisch and Peter Link The show, with a cast of 40 is a

non-profit community program and is free to the public. It will be performed at the 3,000-seat Guggen heim Bandshell on the grounds of

Mercury Promotion: Trips To Paris CHICAGO - Phonogram/Mer-

cury will sponsor several expense paid trips for couples to Paris to promote exposure of the new Ohio Players album on black radio.

Bill Haywood, head of Phonoram's black marketing effort, says he European travel incentive-with \$500 pin money in the package is unique in radio contest promotions of black acts. He notes stations in Los Angeles, Atlanta, and Chicago are involved, with one or two other markets being explored.

Haywood says stations elsewhere will run the contest with cosmetics

kits from Johnson Products and New Ohio Players effort is titled "Jass-Ay-Lay-Dee"—the Players spelling of "Jazzy Lady"—and the

contest involves submission of photos representing listeners' ideas of what a "jazzy lady" really is. According to Haywood the femi-

nine slant is only incidental to the neither sex in particular Static will pack the winners, he notes

Why Paris? Responds Haywood "That's where a jazzy lady would like to go, I would think "

cations and marketing from Union

The name tag on Cecil's door will now reflect his new status. Hale was president of NATRA and an announcer for seven years at WVON in Chicago prior to his joining the Polygram Group.

The Ampex Golden Reel award

"Good High." with winnings going to Atlanta Black United Fund United Negro College Fund, Brass Construction (Jeff Lane Scholarship Mangione (Bill Givens Multi-Media Center-St. John Fisher College) for "Feels So Good." and Millie Jackson (Negro College Fund) for "Feelin" Bitchy." One



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| This Week | Last Week | Weeks on Chart | 45TM Performer-LPs registering partiest proportionals upward prog- rom tile week TPLL Artest, Label & Mamber (Dist. Label) | This Week | |
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18 FIREO UP 'N' KICKIN TOGETHERNESS 12 COME GET IT 25 36 SPARK OF LOVE

36 30 14 MIDNIGHT BELIEVER 37 32 111 DANCE ACROSS THE SO FULL OF LOVE 18 37 20 MACHO MAN

MATALIE COLE ... LIVE litage People lessblanca HBLP 7096 24 33 COME FLY WITH ME BETTY WRIGHT LIVE 39 18 MM/1980's

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55 STEP R Con Funk Shun, Bercury SRM (3/25 (Phonodisc)

45 50 STEPPIN' OUT THAT'S WHAT FRIENDS 45 SUMMERTIME GROOVE REACHING FOR THE SKY 51

HOUSE OF LOVE

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YOUNGS! OOO GET OFF PLAYER OF THE YEAR 19 | 11 DON'T LET GO George Date: 1 per 16, 15366, (CBS)

52 46 26 STREET PLAYER SATUADAY NIGHT FEVER YOU LIGHT UP MY LIFE 35 18 THANK GOO IT'S FRIQAY

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WINTAGE "78" Little Rendricts Anala 49 4179 THIS IS YOUR LIFE

WEEKENO IN 1 A 60 52 36 ALE 'N ALL Eath Week & Fee Colombia IC 31905

made by Tombo Harmonicas and marketed in Japan. When Oskar returned to the U.S.

he was carrying a five-foot harmon ica, a quarter-inch harmonica and three suitcases of regular harmoni Another Elektra artist, Dee Dee Bridgewater, has expanded her career to include films. She has accepted a role in "The Fish That Saved Pittsburgh." Bridgewater won a Tony Award for her role in the Broadway musical "The Wiz." Funcking Up My Life" is the title of Donald Byrd's upcoming E/A

Cab Calloway had a bangup time when he returned to his home town more. The Hi-De-Ho man, backed by the Madison Street Six. led a crowd of about 300 who were on hand to welcome him, with a round of Hi-De-Hos Calloway, who has been in the industry 50 years, was the recipient of a proclamation declaring July "Wel-

come Home Cab Month" in honor of his contribution to the country's musical hentage The presentation was held in Hopkins Plaza, outside the Mechanso Theatre, where Cab opened a week-long run in "Bubbling Brown Sugar

Cecil Hale, national director of aloum promotion for Phonogram/ Mercury, now Dr Hale. Cectr bicked up his PhD in communi-

winners and their charities have top recording acts are: Brick for Fund) for "Brass Construction III Chuck thousand dollars went to each char

Remember... we're in communi-cations, so let's communicate.

FESTIVAL BASH-WNOV, Milwaukee, spins music for dancing at the recent Summerfest where disco sounds added a lift to the station's remote broadcast activities

Adults Protest Exhibition By Moppets' Disco

PHILADELPHIA The "Satur day Night Fever" may be gung-ho with the town's adult popular But it will be no go to give the youngsters a regular disco of their own if the objections of the adults in the Laundale section of the city pre-

collected on petitions opposing turning the closed Abbey Stagedoor Theatre into a teenage disco. Ken Klinger and Paul Reed, who have set up Feet Productions, Inc., with some 10 other stockholders, loosed a furor in the area when they an-nounced plans for the disco.

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British Firm For Jockeys By NICK ROBERTSHAW LONDON Britain's best-known Nearly 3.000 signatures have been

disco equipment company, Roger tional exhibition designed specially

Called the London Disco Fair, the show will dehut Sept. 10, 11 and 12 in the Global Village entertainment center and is intended to become an

In previous years Roger Squire Ltd has been a prominent exhibitor at the trade shows organized by the British Assn. of Discotheque Equipment Manufacturers. Recently however, there have been disagree ments between the two, based on the fact that Roger Squire is not only a manufacturer but also a wholesaler

and retailer of other companies'

In consequence, the equipment manufacturers group has harred Roger Squire from showing its whole range of products. The firm will not be attending the manufacturers event this year, and specula-tion that the London Disco Fair has heen designed as a rebuff is strengthened by the coincidence of dates the manufacturers show being scheduled for Sept 12, 13 and

However, joint organizer Nigel Morris stressed that the dates chosen were the only ones available "Next year we won't go anywhere near the equipment manufacturers dates. We are not interested in politics, we just want to get on with business

Bookings for the 18 stands intrally made available have been so heavy an extension on another floor is planned Roger Squire itself is maintaining a low profile with two BOOGIES EVERY NIGHT

77-Year-Old Widow **Champ Disco Buff?**

NEW YORK -Are you getting a hit on in years? Has your life hecome one endless stream of warm milk and high-liber cereal? Well if you're looking for something to liven up those golden years you might con-sider following the lead of Sally Lippman of Manhattan

The 77-year-old widow is finding fun, fame, and even a little fortune by spending most of her evenings dancing her way through this city's

best known disco Lippman started going to discos

an a year ago when a young niale friend suggested that she join him for a night at Studio 54. Armed with sunglasses to protect her eyes from the glaring lights and cotton to protect her ears from the noise, Lippman reluctantly set out for the infamous Manhaitan night spot

Unfortunately Lippman's excert was not known by the club's notor-jously selective bouncers and the pair was forced to wait outside the club for three hours The couple was finally admitted

when the disco's owner, Steve Ru-bell, spotted the widow's 4 foot 10 inch frame huddled amongst the crowd Ruhell invited Lippin personally and encouraged her to return as often as she liked.

Once inside Lippman became hooked. "The beat got me," says Lippman "It had a hypnotic effect

From that day on Sally Lippman's life has not been the same. She started going to Studio 54 twice a week but it was not long before she became an every night visitor to Rubell's celebrity hangout. The retired lawyer has become

known as "Disco Sally" and is now a celehnty herself. She has already made a number of television appearances and now receives almost onstant attention from reporters and photographers.

Disco Sally's home life has

hanged too as she now lives with a 26-year-old Greek national whom she is planning to marry Like most of her new-found friends Lippman met her roomate at a disco

On a typical night Disco Sally says she visits several clubs and some times stays out till the next morning Though she now frequents many clubs Lippman still likes Studio 54 the best According to Disco Sally There is no other club in the city that has as many things going for it as Studio 54"



Swingin' Sal: Sally Lippman, the 77 year-old wonder of Manhattan dis cos and a habitue of Studio 54 spins her brand of disco magic. Disco Sally as she is known, loves dancing and young men. She plans on marrying one soon.

Though she spent much of her younger life playing mah jong and bridge, Lippman has had little trouble adjusting to the flashy morally adventurous New York disco

The kids who go to discos are nice and if they want to fool around on the dance floor with each other or disrobe I think it's all right if they don't bother anybody," declares

Sally Lippman has one piece of idvice for the world, "Everyone should go to discos and there will be no more wars," states the genatric

We sell a lot of equipment out of

also intend to put out a catalog

It's difficult to estimate the ave

age sale at Heavy Custom Sound

and Light, according to the presi-

dent, because an order can he for several speakers, a Superex head-

As part of his approach to service

ing as many of the industry's needs as possible. Coscia is branching into

club decorations and recently added

a line of artificial plants for which he

claims exclusive area distributor-

Coscia helieves he's one of the few

disco-only stores in the country and

reports sales and inquines from cus-

the owner reveals, "and we

PHILLY CLUB FOR A MOVIE

PHILADELPHIA - A discotheque will figure prominently in Sylvesier Stallone's "Rocky II Redemption" movie, the sequel to his

Oscar-winning "Rocky."

And like "Rocky," the location shots for the movie will all be filmed here. Stallone, in town with his crew to check out various locations for his new flick, selected the La Dolce Vita of town as the scene for the might club sequences. Shooting footage at the disco is scheduled for Sent 17

Tokyo's Clubs · Continued from page 8

music almost exclusively. More

recently, however, they have turned to a broad mix of saul, disco, pop and rock

The clubs' change in music pro gramming is providing a boom for ing in increasing numbers to discus as targets for important promotions

The All Japan Disco Assn., an organization representing about 160 major clubs nationwide, is also playing an important role in helping to diferate the disco concept

The consensus here is that with its present momentum, disco is unlikely languish again. The feeling is that the industry will continue to grow. becoming in the process, an impor-tant part of the overall entertainment scene.

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HEAVY CUSTOM SOUND

Disco Retailer Grows

shonly

"About 50% of my business is from mobile deepays," declares Coscia, who formerly worked as a spinwith those customers, he adds

Concia sees his firm as providing everything the disco needs to start dancing. He also is a consultant on

the sound installations and has a

DISCO IMPORTS 12"-LP's-7" France-Germany-Italy-England-Canada

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Billboard's Disco Action

NEW ORLEANS

2 100 MALS ME EEEL (MICHTY REAL) COMMCE (01500) MEAT) - Sybrides - Berland (17 arch)

3 BOOGH DOGS DOGS-A laste of Honey Capital

A DO OR BUT PROF TANK - Carry bears - bland of P

6 1 LOVE AMERICA WHITE IS MY HOMAN DOT A PERLING-PROVED SHIPE CANADISMS (IP-12

7 LET FREM DANCE-DC Labor-Casablanca (12 arts)

MAR MARCE MARCE - Batterballation - Calmed 11 II

AT THE BISCOTHEDGE-Londour-loss a larry

MELLOW LOWEr - Judy Cheeks - Salosul (12 rech)

NEW YORK

THE BOOK I THE PEEL (MICHTY REAL) DANCE (\$1500)

HOT SHOT-Raten Young West End (12 such)

5 THERE IT ONE R-Copy Houston Private Steels (1)

7 On the transfer state of the second state of the

IN LET'S STAFF THE DANCE-Setumen Mercan !

WILLIAM LOWN-Subv Checks-Salamid 117 rech

PHILADELPHIA

Wook
MOT SHOT-Rurrn Young-West End (Common
100 MARK ME FEEL (MIGHTY REAL)-DANCE (DISCO

MEAD-Syberder Fantasy 112 rechts 00 DA DE-PRIOR FAME-Grace Jones Intend (I.P.

S LITS STARY DIS DARCE - Behavior - Marriery (1)

I LOVE AMERICA-WHERE IS MY HOMAN-GOT A

CET BR MP (CET OR DOWN) - Smarter - Once 117

1901 AND I-Rick tames - Motowe (12 vtch) IDSEPTION SUPERSTAN - Phylicia Allen - Casaldanca

THERE IT OVER-Casy Roughos-Private Stock (12

13 CAST DANCE AFTER GORN 166 TAME IT TO THE 200-1 6.15 - knows Article-Casaltiance (LP

15 WHISTLE BUMP-Earner Devidato-Marrier Bris 1/12

T DEEM DERCE-OF Taffer Catablanca (17 inch

PERFOT LOW MAKE COSMIC MILEGOS
Completes Districts - Projet (P.

SOUCH BOOK BOOK - A Tarks of Montes Parks

as arms agreent - for Dumen - 14 (17 mm)

This Work | 1 MET CHEE - Rape Toung Med End (12 sich)

ATI ANTA

- This Week | 1 SOOGE OOCE A Faste of Honey-Capital
- 4 TOO MAKE HE FEEL (MIGHTY BEAL) DANCE (DISCO LAST DANCE AFTER DARK TEST TRAE IT TO THE

- 8 I LOVE AMERICA WHERE IS MY WOMAN GOT 8 PETLING Potres hours Constitute a CP-12
- LET THEM GARCE-DC Lafter-Catablesco || Trecht
- WHENTE BUMP-Early Deedste-Warner Bris. 112
- DERD EYE DICK-all cum-C.) & Co -Westbooks

BALT./WASHINGTON

- The Made IN FEEL (MIGHTY REAL)- OWNER (INSCO
- MOT SMOT-Rares Young Next (3st 117 mets) DO ON DE PRIOE FAME Grace home Itland (LP # THER IS COURS - Days Heard an .. Propty Stock (1)
- 5 BOOGE DOCK BOOK A Lacty of Honey-Cabric
- PERFECT COM AFTAIN COSMIC MELODI-
- 5 YOU GOT ME BURNING-Lane Milliams-NRC ILF
- LEST DANCE AFTER DARK TOP TAKE IT TO THE 200-1-5.15 homes Artely Capitlance (CF
- 11 I LOVE AMERICA MPERE IS MY WOMAN-GOT R
- DOWT LET 60-Tens Grands-Dates (12 och)
- TOB & S-Rick lames Motions (12 inch) DOM: THE BEST THAT I CAM-Bettye Lattette Most

BOSTON

- 3 YOU WANT HE FEEL (MIGHTY MEAL) DANCE (DISCO
- A I BONT KNOW WAST I'D BO-Secrit Cresm-
- 5 BOOGE COOLE COOLE -A Teste of Money Cantol

- Competation Orchodes Prolyte ((P) Trans IT GVER-Corp Housian Preste Stock (12
- 12 LAST BANCE AFTER BARK-TOP / THAE IT TO THE 200-T G.LF Yardes Afters Caustinica (I
- L3 I LOVE AMERICA WHERE IS MY MOMANISOT A. FERLING-PURCA LAND, CAUSEANCE 117-17
- M SETURGAT SONCEPER! LIKE LOVE -Ranna Juan
- Bestpirie (17:12 ach) 15 PURIOS RETREAT—Joe Thomas Th. (12 ach)
- CHICAGO

This Work 1 800GE DOGE DOGE—A Taste of Roney Captor

- 2 MISS 1004—The Bothing Stones—Atlantic (12 mch) 3 MOT SMOT—Haren Young—Mest End (12 mch)
- 5 LAST DRACE AFTER COMMUNICATIONS IT NO THE 200-Y GJF Famous Artests Casabiance II.P.
- & LET'S START DIS DANCE-Belgrane Mercury (17
- 2 00 04 DEL-PRIDE/FAME-Crock Street-bland (LP.
- 9 1 LOVE AMERICA WHERE IS NO HOWAY-GOT & HEIGHEL PHONE SHIP! CAUCINGS 117/12
- SETONO THE CLOSES—Questi-Marin (TA) (19)
 REPRESENT LOVE IT MY FREENDS COULD SEE ME
 BOOK-Londa Clifford—Curtom (LP-12) withey
- 12 PERFECT LONE MEMOR-COSMIC MELDET-
- 15 LET THEM CANCEL -D.C. LaPine Consbinece 172 (rels)

DALLAS/HOUSTON

- MISS VOW-The Bidling Stones-Attach: 112 inch-
- DANCE WITH DANK TEN THAN IT TO THE
- AMERICAN CEREMINON: FEEL DOCCO CODD MISSE MARI-THE ROCKY FAMILY MAIN (TA) (TO) TOO MARI ME FEEL (MORTH MEAL) MARIE (FOSCO MEMOLANDER ME AMERICA (TA) MARIE (FOSCO MEMOLANDER ME AMERICA (TA) MARIE (TO)
- BO DR DE PRIDE FAME Grace John bright C.P.
- MEANY OR NOT-Deberah Washington-Acada (17
- I LOW SMERICA WHERE IS MY WOMAN GOT A 14 1 DON'T ENDW WHAT I'D DO-Servi Cream.
- MONANAY LONG OF MY FRENDS COOLD SEE ME MON-Linda Chrone-Gurton (LP) 12 mchest

LOVE MORT BE DEREG-Las Soone-Chrysler (12 IA BACK TO MUSIC MORROW BUT YOU. HAVE YOUR

DETROIT The Week 1 MOT SMOT-Raren Toung Wird End (17 mck) 2 TOP MARE ME FEEL (MEATH MEAL) BANCE (DISCOMET) Colored (12 mch)

- METD-Sylveder Factors (12 inch) 3 00 00 001/MIDE/FAME-Goze tenss-foliant (1.P) 4 BOOKE DOCK DOCK-A laste of Honey-Capital

- & I DON'T ABOW WHAT I'D DO-Sared Cream
- Shadyloook (12 mck)
 REEP OR SUMPIN'-all cult.-Musique-Protein (LP)
 LOVE AMERICA-WHERE IS M1 WOMAR-GOT A
 FEQURE-Princh Sovel-Emablemca (LP 12)
- LAW & ORDER-Love Commerce -Cold Mink (LP) LETS START THE BARCE-Scharnon Morcey (I)
- BGAG EVE DICK-all cals-C 1 6 Co. Mesthound
- BACA TO MUSIC ROSCOT BUT YOU-live Yaven
- PERFECT LOVE AFFAIR COSMIC MELBOY-

LOS ANGELES

- TOU MAKE WE FEEL OWIGHTY REALT-BANCE (BISEO 3 00 00 010 PRIOR FAME-Groce Jones-School G.P.
- A 90001 ODDE CODE-A least of Norry-Casale
- MESS YOR-The Boling Stones. Alliante (1) each SATERDAY/SORCERE/I LIKE LOVE-Borne live
- LAST DANCE AFTER DANK TOP THE IT TO THE 200-T GUT Various Art its Casaltanca II.
- R I DON'T MEON WHAT I'D DO-Sweet Cream
- LOVE AMERICA WHERE IS MY MOMAN-GOT A
- WAR DANCE WHENCE NAME AND ADDRESS OF THE P. WELLOW LOVE -Judy Cheeks-Saloud (12 sech) THERE IT OWER-Gray Founder - Proofer Stock (1)
- 15 LET'S START DIE DARCE-Bohamon-Marcon (12
- MIAMI Mork NOT SMOT—Karen Young-Mest End (12 orch) 800GE GOCH COCKE - 8 Taste of Honor Capit

TOO MAKE ME FEEL (MIGHTY REAL)-DANCE (DISCO

URST DRACE AFTER DARK/TER/TRACE IT TO THE 200-1 GJS-Yannin Artist-Casaliance IT P

BANCIES IN PARROISE LOVE IN YOUR LIFE-D

1 LOVE AMERICA WHERE IS MY WOMAN GOT & PREUMS—Fatrick (world Countries (LP 1)

MCS 10U-like Risking Stones - Atlantic (1/2 mgh)
PERFECT LOSE MYMR COSMIC MELODY-Comfellation Orchestra - Poly M. (1/2)

REEP OR SUMPRE - will cale - Museque - Profusio I RURANTET COVE/OF MY EXEMPS COULD SEE MO MOW-Lindy Childre-Curton (19717) inches

COOKT ANOW MICE TO DO-Sevel Cree Shadowed (17 mgh)

DO DR ON PRIDE LANG - Groce Story

- PHOENIX BARCING IN PARADISE 10W IN YOUR LIFE-II
- 100 MRD 1-Rch Iarnes Mirteen (12 orch) BOOGE OBGE OOSE -A Taste of Honey Capito
- I LOVE AMERICA WHERE IS MY MOMAN-COT R FEELING-FRINCE Lavel Constructs (CP) 17
- DO OR DIE PRIDE LAW! Grace loves bleed (LP.
- 100 MARC ME EEEL (MIGHTY REAL) DANCE (DISCO IN LIGHT DARKE WITER BARK SOF TAKE IT TO THE
- 11 PERFECT LOVE NETWOR COSMIC MELCOT-
 - READY OR MOI Deborah Myshington Anoly (1)
- 15 I DON'T RIVON WHAT TO DO-Secret Cross

Copyried by Inhaphone from Brace QJ Top Audience Response Playasts representing key discotheques in the 16 major U.S. Disco Action Markets

PITTSBURGH

- This Week | DO OR DE PRIOR NAME Grace Jones Indeed (LP
- 3 LBS1 DBRC1 BETTE GASS TOO SAFE IT WE DRIVE
- SALUBDAY SORCERERY (MS) LONG -- Knoth of Journ Search Search (CV) (C) and A
- PERFECT LOVE AFFAIR-COSMIC MILLOUT-
- TOO MAKE ME FEEL (MICHTY BEALL) BANCE (DISCO
- STADY DA MOT-Deburch Westmarten Junio (12

SAN FRANCISCO

- This Neek 1 YOU MAKE ME FEEL (MICHITY REALS DANCE (DISCO
- DO OR DE PRODUTANT Grove lance blank (I P. REEP ON AUMPIN - all cols - Macroux - Prolade (LP) SCOOLS DOCKS DOCKS - & Tanks of Monray Canada
- MAN CONCE MINNEY Laboratoria Care AMERICAN GENERATION - FEEL DISCA GOOD WASH MAR-The Riche Family - Mighin (Thi () Pi
- LET'S STAND THE DANCE Between Mercary (12)
- WISS 100-The Bolling Stones-Attract (12 on
- - DGAD IVE DICK-all cald-C1 A Co. Worthood (LP) DGAR IT DVF E. Grov Handon-Proofs Stock (L2)

SEATTLE/PORTLAND

- West NOT SHOT—Rarm Young West End (17 mchi-8000st SOGS ODDS—A Raste of Honey-Car
- BO OR BILL PRIOR FRAM Grace Jones Island (L.P. FEELING - Parish Lord Coulders (LP-1)
- YOU MAKE ME LEEL (MIGHTY REAL) DANCE (DISCO-HEAT) Sylvestry Fortigy (12 (real)
- THE CORPORE OF 1 COST all curbs. Day Proc. Policies

- MY LOWE OF MILESTERNS COLUMN SET ME
- SPEND THE RIGHT WITH ME MISSION TO VERUS-
- ROUGH DIMMORD FEVER-TOUGH MY HEART-Madice: Kane Marror Bros. (LP 12 self-

MONTREAL

- This Mech 1 BOOCK OCCIT CODIT—A Tente of Money Cyptol
- 3 I LOVE AMERICA, WHERE IS MY MOMAN GOT A FED:#5-Patrick lovel Patrick (LP)
- A AUTOMATIC LOVER-Dev C Autom Sphra-CES
- 6 00 09 OF -Grece loses ACR (17 mch)
- J IN THE BUSH-Manager-Quality (LP)
 - DANCE (DISCO HEAT) + Spherote Renting (12 mol)
- PERFECT LOWE AFFAM Constellation Dishestor MOOR-John Mitter Carded v 7 eth.
- 12 Mar 480 Labor Sames With 117 mch
- coa CE CARCE Purchast Capital Colores h
- 14 LOVE MAKES Whom CRI I I much
- 15 BACA TO MUSIC-Then Severa-Quella (LP)

National Disco **Action Top 40**

- TITLE(S), ARTIST, LABEL
- HOT SHOT-Karen Young
- YOU MAKE ME FEEL (MIGHTY REAL)/ DARCE (DISCO HEAT) Sylvester -Eanlasy (LP/12 inch) DO DR DIE/PRIDE/FAME-Graca
- BOOGIE OOGIE OOGIE-A Laste of
 - LAST DANCE MITTER DARRATCHE CHARLE DARCE/AFTER GARB/TGIF/TAN TD 1HE 200—1 G | F - Vendos Ints-Casablanca (LP/12 inches MISS YOU - The Rolling Stones-
 - YOU ARD I Rick James Motows
 - HOWE AMERICA: WHERE IS MY WOMAN GOT A FEFLING Palent WAR DANCE/ MIRAGE - Actobeleites
 - I DOR'T KROW WHAT FO DO-Sweet SATURDAY/SORCERER/I LIKE LOVE-
 - DANCING IN PARADISE/LOVE IN YOUR
 - THIRR IT OVER Cross Housdam Private
- 山 曲 18 LET'S START THE DARCE -- Rebannes-25

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- RESP DR HIMPIN's all codes Married on
- PERFECT LOVE AFFAIR COSMIC
- LET THEM DANCE-D C Lafter
- GET ON UP (GET ON DOWN)

- BAC I TO MUSIC PROBCOY BUT YOU-
- DEAD EYE DICK-AR cuts-CJ & Co -
- R.Y-Pegasus Sunshme 26
- WHISTLE BUMP Euror Decidato Warner Bres 117 (nch)
- SEYODO THE CLOUDS-Quartz-Marin
- YOU GOT ME RUNDING-Lenn
 - RUBRWAY LDVE (remss)-IF MY
 FRIERDS COULD SEE ME MOWLinds Clifford—Curtom (12 inch-LP)
 - GARDER OF LOVE-All cuts-Don Ray LAW & DROER-Love Committee - Goto
 - DOSEPHIRE SUPERSTAR-Phylicia
 - PLATO'S RETREAT Joe Thomas To CORT LET 60-Tong Orlando Debtra
 - WCTIM Candi Staton Warner Bros.
- SPERO THE RIGHT WITH ME-MISSION
- ROUGHT Marcory (12 sech/17) A WHITER SHADE OF PALE - pil curs-
- LOVE WORT BE DERECH IN BOSON
- ŵ DOIR! THE BEST THAT I CAR - Bittle
- ROUGH DIAMORD/FEVER TOUCH MY HEART Madleon Ranc Warner
- Records in the 15 U.S. regional lists

Promotion Push On Litelah Controller

on its model L-8000 memory light controller, based on the unit's cita-tion by Billhoard as "best new disco-lighting product" at the recent Disco-The citation will be highlighted

on all Litelab's promotional mate-rials including store window and countertop displays, flyers and media ads The unit is also being made available through audio and lighting equipment retailers, as well as

ugh disco designers and construction companies, across the The L-8000 incorporates both au atic and manual controls, and

features an "invert function" which Disco Mix

NEW YORK-With the ever increasing release of disco material, many record comp utilizing the creativity and expertise of the disco DJ to have their product stand out above the rest. West End Records is one such label. Its 12: each of Karen Young's "Hot Shot" was co pro duced and arranged by Kurl Borusiewicz, Phyladelphia based spinner Production for Young's debut album is already in progress with mber as a release date

Hot on the trail is the Bettye LaVette 12-inch of 'Dorn the Best That t Can' also on West End This record was produced by Eric Matthews and Cory Robbins with mixing by Walter Gibbons Robbins is a Long Island BJ, and Gibbons is well known in Mew York for his spinning. With hand clapping as a basic background beat, LaVette's uplifting voice gives guts and drive to the cre scendo break of drums and percussion

Salsoul Records is supposedly the first of pany to have a disco Di mix an entire LP. Richie Rivera, of Fire Island's Sandpiper has combined his talents with that of arranger John Davis. The paring up was for the Gary Criss debut LP "Rio de Janeno." The album is beautifully con structed from the sacket art to the malenal Five of the six cuts are uptempo, the stro

est of which is the title cull running 8 It. All though out on a 12-inch for several months, this long awarted album includes "The Girl From Ipa nema/Brazikan Nights" Lending itself to a

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71-50 Aucho St. Forest Hills. NY 11375 (212) 261-6698-29 Micules Irom Manhattan AL ORDERS ARE SHIPPED HAMEDIATELY-WE OHE PERSONAL ATTENTION TO YOUR MEDS-WE HAVE THE BEST PRICES-TRY US YOU LINE NEVER RICED MATCHE (LSE-ASK FOR DU SPE ME VER RICED MATCHE (LSE-ASK FOR DU SPE tions advance to heat, pause to beat, hurst to heat, and fill up program. The throb rate is said to be a ature which pernuts the entire dis play to pulse in and out The L-8000 is already in use in such discos as New York's Xenon. It

throh rate, and four music func-

was designed by Litelah's president Paul Gregory and lists for under

According to Howard Rheir Litelab's national sales manager, the unit can power up to eight channels at 1,200 watts per channel Another eight channels can be added using a slave Also featured is a rem power supply for maximizing safety and minimizing electrical costs

strong use of bonges and percussion, the segue "Brazikan Nights" makes for non-stop dancing pleasure "Amazon Queen" is a smooth

competing song reminiscent of Franki Valli Swearin' to God" Its infectious Latin Illair makes this cut a dance floor pleaser Paul Jabara, who has had several disco rec

ords which almost made it ("Dance" & "One Man Ain't Enough"), has linally come of age with his new Casablanca release "Keepin Time " Hawny co-authored all of the songs, he has achieved a beautiful match with p and afranger Bob Esty

The brighlight on the album is a cut little.

"Pleasure Island" (10 40) Starting out with an easy and sensual vocal of burids to driving se quence with a background of strong brass eling guitar movements and unusual use of syn

Esly states that the song was moved entirely by a computer known as Neve Necam. The classic. "Take Good Care of My Baby" is set to a disco beat and is coupled with "What's a Girl To Do" by Patti Brooks This medler, which is to be beshing as the final cut, "Dancin" (Lifts Your Spirits Higher) "Included on the LP is a ballad of 'Last Dance

Tony Orlando has come up with a t futky semake of the 1958 hil. "Don't Let Go Taken from his recent Elektra album, its steady empo utilizes bass, electric piano, guitar, and

thesizer to build up to a lengthy break TK Records' 12-inch of "Plato's Retreal" by Thomas, is picking up momentum in the clubs. The title refers to a grivate swinger's club. on New York's upper West Side This cut is bold. crassy and well orchestrated. Female vorce provide the charus line and lead to an intense ing break with a Latin pulse

Candi Staton's new album, 'House of Love on Warner Bros is comprised mostly of slow ball lads, but the one disco cut. "Victim." is quickly becoming a deepays delight. She makes subtle references to past songs and even uses a "doo doo mop" refram incorporating older songs and styles into the disco motif. This song is due out on a 12-inch release

Looking Ahead

TIMES SOURRE THEATRICAL INTRODUCES THE "DISCO 10x12" WITH MEMORY

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We'll be bearing a lot in the future from the multr talented Bob Esty Already known from his work with the Casabtanca family he is now in the studio laying down final tracks for a 12-inch release by Diana Ross called "Love Fire." penned with his partner Michele Aller It's due for release in Tale August/early September

10x12 Controller

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Sound Business

I've been involved with a lot of demo work from West Coast-

type jazz rock with a group called

Starlife to country with Russell." notes Mauldin "I've also done

some things with Michael Snow

a writer with Russell's publishing firm, Pix-Russ, who has previ-ously worked with the Bee Gees."

His first mastering project, which he has completed, is a new

ungle by the Crickets that will be

released in England soon follow-

released in England soon follow-ing on the heels of the platinum "20 Golden Greats" LP by Buddy Holly & the Crickets in three areas of Europe. The single

will be released in the U.S at a

"We did another version of Rock Around With Ollie Vec."

which Holly recorded before the

Crickets were formed in 1956,

which will be released in Europe

on Rollercoaster Records. We

tried to get as close to the original sound as we could and utilized

the '50s instrumentation, includ-

ing drums, guitar, standup base

"I have to hand it to the acous

tic engineer who designed our

room. I can work piano, bass

drums and three guitars all live

and have no leakage to speak of

And, I have some haffles that are

eonsiderably different from any

of the other studios in town that

are polyurethane foam mat-

tresses opposed to wood frames

with carpet and fiherglass."

Mauldin indicates that 24

track facilities are in the offine in

the near future

later date

and vocals



CAPPICORN ONE -Sam Whiteside chief ene con, Ga., adjusts a mix on the control room's API console. The studio is add ing Allison automation to the board as part of a technology upgrading

Studio Track

ing tages of their recent U.S. four at Map Wand Studies, Ray Thompson engineering Ad Filemanys/Heidar: Brian Holland recorder his New York Port Authority L.P project with Be Dawes at the board assisted by David Gortz Kenny Rankin and producer lack Lews maste acks for Rankin's upcoming LP with e neer Briff Dawes; Kate and Anna McGamgie ng on their forthcoming Warner Bros P. David Nichtern producing with engine Peter Granet and Steve Hirsch, and the Poeter Sisters working on a new Planet Records LP
Hender remotes also on hand at the CBS Records

Sammy Davis Jr. and cast recently recorded the music to "Stop The World I Want To Get Of" at the Burbank Studios for Warner/Curb. Danny Wallin at the console. Jack Nitzsche also then composing and conducting the music score to Columbia Pictures" "Hardcore."

Producer Bobby Columby is working on a new Epic LP with the facksons at Producers Workshop, Den Murray engineering Wayne Henderson producing Sida Effect at Gosan Way

Jum Ed Norman is producing Be Denaldson al Spectrum, Eric Prestidge at the board

Action at Jack Clement, Nashville Larry Better is producing Bill Medley, Billie to Spears and Charlie Rich on separate projects Rulph MacDenald producing Eric Gale for Columbo at his own Resebud Studios in New York Reb-ard Terrance is brishing a Capitol LP at Northstar, Boelder, Colo. Duane Scott engi and co-producing.

Long View, North Brookfield, Mass., for EM America, Dave Thoener at the console assisted by Jesse Henderson. Elvin Bestop is criting a new LP for Capricorn at San Francisco's Autoone himself with energ help from Mike Fusaro

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BLUE ROCKING—Ivan Krol, left, keyboardist for the Pattl Smith Group, and Dave Morrell of Arista Records, center, chat with Eddle Korvin, owner of Blue Rock Studios, New York. The occasion was a reception to celebrate Blue Rock's updated facitities.

Former Cricket Maulden **Pursues Production Goal**

utation for the facility on demoof "The Buddy Holly Story" forelated work Since we began operating,

cuses attention on Holly and his band the Crickets, a member of the Crickets, Joe Maulden, continues to pursue a career on both sides of the control board. Following Holly's death in February 1959, the Crickets,

composed of Jerry Allison, Sonny Curtis and Maulden, continued to record on a small scale but also became involved with other business projects. "I started engineering in Los

Angeles some years ago, and worked at Gold Star Studios for about seven years as a staff engi eer." explains Maulden, who, through his tenure with the studio, worked with such artists as Leon Russell, Robert Goulet Sonny James, Burt Bacharach Art Garfunkel, Maureen Me-Govern and Bobby Russell Following his stint at Gold

Star. Maulden went independent and through his association with Bohhy Russell, was persuaded to me to Nashville "Russell, in his suite of offices

here in Nashville, had a studio that was gutted and he wanted to do something with it," says Maulden. "So I came in to look the situation over, and ended up bringing in equipment from San Francisco, including an MCI 416 console, an MCI 16-track machine, an Ampex 2-track and Altex 604 monitors." Maulden, now

oth Russell of the Malruss Studio, began operations in March and up until presently, has been working up a credibility and rep-

convention at the Century Plaza Hotel to record

Bill Quateman is finishing final mixes for an RCA LP at Cherokee, Dee Robb behind the

Rie Tree's Marcus Joseph is completing a de but LP at Larrabee, Parker McGee producing

Joe Wissert is producing the Gells Band at

Billboard Top50 Easy Corput November 1/12/78 Listening to State C

radio stellon eir play listed in rank order.

TITLE, Artist, Label & Number (Oist. Label) (Publisher, Licensee)

MY ANCEL BABY
Toly Basis RCA 11250 (Tesangs/Bo Mass BMI)
THREE TIMES A LADY
Commoderes, Motows 7502 (Jobete/Commoderes, ASCAP)
YOU

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Times in Custom 7502 (lobete/Commodores, ASCAP)
YOU
Rea Cooldge ABM 2056 (Berchmodd Snow, BMI)
FOOL off You Think It's Over)
FOOL off You Think It's Over)
FOOL off You Think It's Over)

LYKE Nie, Lonse Wille, Amerikanske, ACCAP)

YOU NECDIO ME.
Anne Namey, Capital 6574 (Chappell-Iromate, ACCAP)

TOURE A PART OF ME.
Geoc Cattes with kim Carma, Annola 7704 (Brown Shoes-Chappell, ACCAP)

TALANG IN TOUR SLEEP.

Debt Cattles with New Larles, Migaz J704 (1970a) Sports Large PLALING (NY YOUR SIEE?
Cyridal Geyr, United Minists 1214 (Reger Cook/Christopod, SMI)
SOMGRAD
Borba Streamel Columbia 3 (8756 (Sengs D) Mashattan Island/Diana BMIelectronic, RSCAP)

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Barri Mandos Aruts 039 (Rama Kati/Apoggpahuri/Camp Songs BMI)

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Market (Mandos Self) America 2001 (Candid)

Divisi Newton John India Bluer Thank Bluer Thank Bluer Shi America 2001 (Caprisi) (Springcreak Ltd Thank Be. ASCAP) AN EVERIASTING LOVE Andy Geo. ISSO 904 (Stigwood/Unichappell BM GREASE

Andy GAD. TADD THE CHIPMONE CHIPMONE THE CAPE AND CAPE AN

Name Ringers, United Antiols (210 (Chem) Lane, ASCAP)

IE VERE 1 SEE YOU ACAIN
Riberta (Roc. Mitoric 3463 (tig. Hd., ASCAP)

LOVE IS IN THE AIR
Rober Pair Young Sorth Bertes 402 (Alliente) ((Edward B. Marko, BM1)

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Movie Music By Rozsa In Vinyl Splurge

CHICAGO – Sustained interest in niusic created for motion pictures has drawn increasing attention to composer Miklos Rozsa, perhaps the greatest living exponent of the form Compositions for films by the 71

Compositions for films by the 71year-old Hungarian-horn musician compose three recent LP releases, two of them recorded under the composer's direction.

Warner Bris. Records devoice, a complete allum to one of Rosa's earliest forays into fifth scoring as part of the label's new film music series. "Thief OF Bagdad" was filmed in 1938-40 by London Fain Productions, with Rozas providing one of his most colorful and extra scores. Elimer Bernstein directs the Royal Philharmonic and the Saltarello Choir in more than 40 minutes of music from the classes preture.

Rossa, who was born in Budapest, in 1997, mored to Hollywood in 1990, and of hollywood in 1990, and has since been involved in secret of motion petture project. His film petture output during this perul is surveyed in a new D fer lease which includes muse written up to 1990 Muster form "Julius Caessa", "Lady Hamitton," "The Killers," "Lyda", "Five Graves To Catio" and other pictures is sampled, with the composer helming the Royal Philharmonic Orchotral. Dobs is worther too in a "Ross Dobs is worther too in a "Ross Land and the pettures in the Royal Philharmonic Orchotral.

Disk is volume two in a "Rozsa Conducts Rozsa," film music series that will see at least one more installment, according to DG.

ment, according to DG.
Eight episodes from the Vincent
Minnelli-directed Van Gogh bio
Clus for Life* form the centerpiece
a new Varese-Sarabande label issue devoted to the film music master.
The composer conducts the Frankenland State Symphony Orchestin
a performance recorded in stereo

The reissue, licensed from MCA, also includes Rossa's intriguing "Background For Viotence" Suite, six movements culled from scores of motion pictures employing themes of heightened tension

UNRELEASED CALLAS ARIAS ON THE WAY CHICAGO-EMI/Angel Rec-

ords will make public several unreleased recordings by the late Maria Callas, including those from her final recording session in 1969. "Callas never approved them, but

"Callas never approved them, but EMI feels that musically they merted release," an Angel spokesman reveals Arias from "Sonnambula," taped

Arias from "Soonambula," taped in 1955, from "Trovatore" and "Masked Ball," dating from 1964, and excerpts from Verdi's "Il Corsaro," taped in 1969 will comprise the single disk, set for a September release. The selections are performed with orchestra.

Taped in Paris in 1969, the "Corsaro" selections reportedly are the last recordings Callas made

'Pictures' To Come CHICAGO A recording of Mus-

CHICAGO A recording a mongsky's "Pictures At An Exhibition" in an arrangement for hrass instruments will he released in the U.S this fall by London Records. The Argo label issue features a performance by the Philip Jones Brass Ensemble.

SEE PROGRAMMING GAINS

TV Opening Doors

To Classical Fare

CHICAGO Television is taking a new look at classical music and the electronic mass medium appears to he liking what it sees A Public Television System classical program hoom, suc-

A Public Television System classical program hoom, successes in stereo simulcasting, and a major series of hreakthroughs in syndication of symphonic features all attest to new interest in classics, one stimulated perhaps by the rebirth of live iv.

hy the rebrith of live iv.

Several top draw performers,
including Zuhin Mehta, Leonard
Bernstein, Mistslaw Rostropowich, Renata Scotto, James Levine, Beverly Sills, Luciano
Pavarotts, Placido Domingo and
Rodolf Serkin are scheduled for
upcoming live telecasts, with
NBC-TV mounting a Sept. 24

"Tribute To Vladimir Horowitz,
live from Lincoln Center (Billlive from Lincoln Center (Billlive from Lincoln Center (Bill-

live from Lincoln Center (Billboard, Aug. 5, 1978).

The Public Television System will provide the majority of classical programming this fall of course, however Beethoven and Brahms are making inroads through syndexion in more than 30 markets where a new Leonard Bershein series has been placed—the first classical symphones syndexion effort in many years reportedly.

Three two 10 markets were

Three top 10 markets were added by the syndicator. Video Music Inc., within the last month, it reports, giving it outlets in markets including Los Angeles, New York, Chicago and Boston.

York, Chicago and Boston. The company's seven Bernstein-conducted symphony and oration performances—six more still be brought out in September—are the first major classical productions to develop a syndication network since Chicago's WGN attempted it with the heading of the WGN attempted it with the ago, Video Music claims.

Programs feature Bernstein conducting the Baston Symphony, London Philharmonic and other groups in works such as the Bechoven Ninth Symphony, the Brahms Symphony No. 2 and Tchaitowsky's "Patheuque," and are being sold to sponsors by commercial outlets handling them such as WPIX, New York and WMAQ, Chicago.

Bernstein slow will be the such.

pect of an Aug 25 broadcast over PBS live from the Wolf Trap Farm Performing Arts Park—a special concert celebrating Bernstein's 60th hirthday hosted hy National Symphony conductor Mistislav Rostropovich Ol all the performers, perhaps conductor. Zuhn Mehta will conductor. Zuhn Mehta will be described by the personner Mehta, general fall to the Sept 24 Horowitz Rachmannoff performance, also is slated to appear in two installments of PBE's "Live From Lincoli. Center sense will be the subject of a PBS documentary and conducts a taped concert from the Holty-wood Bowl to the bearned by the

PBS' lineup of live telecasts with with the returning "Live From Lincoln Center" series, lauded for its pioneering stereo simulcast transmissions, and the Met Opera complete performances out of New York as part of

Debut of "Live From Lincoln Center" is scheduled for Sept. 20, with Rudolf Serkin to make a rare iv guest artist appearance he will perform the Beethoven "Emperor" Concerto and Mehta and the orchestra will complete the program with Wagners "Rweni" Overture and excerpts from Prokoffev's "Romeo and Juliet" ballet.

Juliet ballet.

The following Sunday (24),
Mehta and the Philharmonic
transfer to the NBC-TV hookup
for the one-hour broadcast with

Horowitz.
"Live From the Met," returns to the PBS network on Sept. 25 with "Ottello," starring Renata Scotto, Jon Vickers, Cornell

McNeil and conducted by James Levine Scotto and Levine are featured in a new complete recording of the work to be released this fall

tered Bnde," with Nicolai Gedda and Teress Stratas, and "Luss Miller" with Placido Domingo also are scheduled to be beamed from the opera house, with PBS hinting that additional Met performances will be announced for broadcast in the first part of 1979—only three opera evenings were telecast last season.

Also to be seen in the fall will be the Philadelphia Orchestra and the Berlin Philharmonic, as part of the "Great Performances" series

Beverly Sills is scheduled to

sing Rossint's "Turk In Italy" with the New York City Open on Oct. 4 in the "Live From Lincoln Center" programs, and Italak Perlman will be seen with the New York Philharmonic in a January broadcast in the series.

Classical Notes

sain composer Wiche Evalid are feetured on a new Mivest CR-70 cessette performed by the Empire Bests Quinted The group, whose pleyers include three Boston Symphony members, also contributes a program of renaissance end beroope selections to the cassette one. Produce and disk issuer of the maleuet is Sine Que Non Productions.

channeling federel money to theatre, dance end music, has amonuted plans for development of a separate program for support of opere end musical theatre—both formerly funded through the general music plan. The breakout, with a fix all 1980 implementation traceled, hopes for to the he end metion picture indistries and is expected to create stronger less between opera and musical theeter in this country. REA's Jim teland, Icemety in the country. REA's jim within the music propaga, was memde desting di rector of the new support popera. CRI Recards Setting a megit direct and sales pregram with a meting piece including. Auto-

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General News

BATTER UP-Pitcher Jackson Browne gets set for the windup as umpire Joe Smith prepares to de liver the verdict in a softball game at the fourth annual Elektra/Asylum company picnic in Malibu, Calif. Browne was the game's top hitter, but the executives still beat the art-

European

of Presley albums and cassettes topped three million last year and sales are running at the same level this year The company estimates that by

the end of 1978 Presley sales in Germany for the year will amount to \$10 million. RCA has 76 albums and 20 singles in the catalog and the best-selling items are "Elvis For Ever" (double LP) which has sold two mil-lion over the last five years. "Portrait In Music" (one million) and "Aloha From Hawaii. A large number of Germany's

3.000 record dealers will have special window displays for the Presley

Says RCA Managing Director
Hans Georg Baum: "We anticipate
a tremendous hoom in Presley repertoire for a number of years to come."

RCA Revamping 2 Sales Offices NEW YORK-RCA Records' branch sales offices here and in Los Angeles, two of its largest, are being

restructured New and broader re sponsibilities go to Bob Rifici, named manager, NY branch, and Jim Bego, manager, L.A branch, re-

The restructuring creates two other new positions for managers, branch sales in the two cities. In L.A., Bonnie McCasey is named to the position, the first woman to hold NY the position is being filled by Stephen Feldman (see Executive Turntable). The restructuring will give RCA

the capacity of taking full advantage of and further expanding its own label's torrid sales pace in the first half of 1978 and of our new arrangements with such associated labels as Rocket Records and Sulsoul," Car ter explains

Vanguard's Offer NEW YORK-Vanguard Records

is offering a fall restocking discount program to its distributors. Commencing Aug. I, the program con tinues until Aug. 31, and involves all Vanguard product except the label's budget lines.



Microfilm copies, of articles or charts from any of these source may be obtained from Billhoard Publicatistics at a cost of \$1.50 pc page up to 5 pages.

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CASSETTES MAKE 50% GAIN 1977 French Disk. Tape Sales Up 18%

PARIS-Estimated sales of drsks and cassettes in France for 1977 show an 18% upturn of around 22 million, to a total 142 million, over the previous year Of the total, there were 55 million singles and 72 million albums And 15 million cassettes were sold as against 10 million in 1976 a solid 50% increase.

Cassette sales here rose despute flourishing piracy. Industry or-ganization SNLPA estimates that at least 80% of the blank tape sold in France is used for recording music and there is substantial with in the cassette hardware industry Despite that, prere-corded cassette still showed a big upturn over the year.

And these returns suggest the government will remain in no hurry to introduce any tax on blank tape It has already thrown out a proposal to levy a tax on recorder hardware lines

At the Bibliotheque Nationale, where all new recordings must be entered, it is reported that 9,977 new records, 2,938 new cassettes and 106 new 8-track cartridges were registered.

The estunated sales returns show that despite the heavy tax on recorded works, standing at 33'19, sales are still huilding If the tax is finally slashed even better trading returns will be re-

A main item in the sales success story is that record industry prices rose an average of only 3 9% at retail level, while the naonal inflation rate is virtually The outlets for singles have changed in France. Today the

main sales area is the hyper-mar-

ket where the very young, on lim-

ted pocket money, buy 45s. The older generations, including those just starting employment, find the pegging of prices on alhums an attractive lure For them there is relatively more value in an album than a single.

FMI Licensed Div. Will Sign Its Own Acts

International

ertoire Division plans for expansion in the 1978-79 year includes a policy switch to acquire directly-signed art ists, in addition to existing repertoire from licensed labels

Outlining the scheme. Alan Kaupe, managing director, says, "Though we're shooting for artist development, so we end up with an alternative source of group-owned repertoire in the U.K., this in no way means the division will be diverted from its present responsibilities to its

Additionally, the division's roster of licensed labels will be split into two groups Those requiring total support from LRD resources, such as marketing, national press and various promotional aspects, under general manager Colin Burn. This section comprises Bronze. MAM. Purple, Rak, Rocket and Splash from the U.K. and Fantasy, Salsoul and Stax from the U.S., along with the EMI International label

Island, Motown and MCA, re-ponsible for their own marketing and press promotion, form the sec ond group, with Mike Harvey now named general manager His job in-cludes the EMTV series of tv-promoted albums. And a new national, regional and disco promotion divi-sion is being set up under Roger Up-

David Hughes joins as general manager of the Motown office and for the first time there is a label manager for Island, Dave Rose Jim Howell becomes business develop-ment manager and Bernadette Kilmartin comes in as public relations

GOLDEN CLEO.—Cleo Laine and John Dankworth display gold records sales of the "Best Friends" LP presented at a party in London by Ken Glanmanaging director RCA U.K., center. Dankworth co-produced the albumble which Laine made with guitarist John Williams.

GOVT, FULLY BEHIND RADIO PLAN **Many New Stations** In U.K. In 5 Years

ity is not prepared to icopardize discussions by revealing proposed loca-tions, but it is likely to have in mind many of the areas it spotlighted last September as ripe for development.

Those include Cardiff, Tyneside Coventry, West Yorkshire, the Fylde in Lancashire, Luton, Norwich, Exeter/Torbay, the western side of Northern Ireland and others.

However, Michael Barton, con troller of the BBC's network of 20 lo-cal radio stations, has publicly nominated 18 more centers from which the BBC would like to broadcast, all major provincial towns

Barton says, "We are also discussng the possibility of opening stations in the Channel Islands, and are interested in introducing small community stations to parts of Greater London. The rate of development will depend on resources available but we would hope to complete our local radio coverage of Britain by the late 1980s."

The White Paper approves sug-gestions for "associate" stations linked to existing franchise areas and for the joining of smaller franchises, an idea which is welcomed by existing commercial stations. In this in areas where they would not other wise be economically viable. If the proposed working party

meets and acts swiftly, contract spec ifications could be drawn up by Oc-tober A nine-week period during which applications for the franchise involved could be submitted would be followed by a similar period for the IBA to evaluate applications Franchises might be awarded by Christmas, and a station might the

Bulgarian Exports To Russia At New High

SOFIA, Bulgaria-Alexande losiphov, director-general of Bal-kanton Records here, says that & port of the company's records to the USSR in 1977 reached a new high of 700,000 units.

Balkanton, the Bulgarian state company, and Melodiya the Russian state-run organization, have coop erated over many years. A ten-da play of Melodiya records wa held in Bulgaria, while Balkant presented its product in Russia ea

Jazz, Respected & Vital In **Hungary's World Of Music** BUDAPEST-Strong support ation of Hungarian Music Artists

from radio and cultural instituti is in a large part responsible for the vitality of the jazz scene in Hungary

Hunganan radio programs about one hour of jazz daily, giving airtime to local artists and international jazz figures. In addition, it promotes jazz concerts at least five or six times each year in a variety of provincial cen-

The main focus of the jazz calen dar is the International Jazz Festival held annually in Alba Regia Cost-ing \$50,000 to mount, this always sold-out festival brings into the country many foreign jazz musicians and attracts national press coverage

Baez To Play U.K.

LONDON Joan Baez will make

her only U.K. appearance in 1978 when she plays a single date at the Wembley Arena, London, on Au-

Originally set for a short Euro

pean tour of Germany, Holland and Switzerland only, the singer was persmith to make this appearance before her British fans

gust 20.

on classical music the Budapest Music Conservatory has a jazz de-partment chaired for the last 13 years by noted planist and musi cologist Janos Gonda, a vice-presi-dent of the International Jazz Feder-The department employs no fewer

than 20 professor Most are practicing jazz musi-

look on jazz as positively as they do

cians. Seventy students are currently taking the four year course leading to a Jazz Artist diploma.

Budapest alone boasts ten jazz clubs, and there are a number of others in the provinces Hungarian musicians are always in demand for sazz festivals, not only in other Comunist states but also throughout Western Europe. Jazz in Hungary has achieved a degree of public acceptance that would be envied in

EMI/Carlsberg Tie-In

LONDON-EMI and the lager sanufacturer Carlsberg have finalized a marketing tie-in which is expected to stimulate retail record husiness over the summer months. Avof August 7, lager drinkers who

collect four tokens from Carlsberg Party Cans will be entitled to an EMI record voucher worth \$2. Vouchers worth \$500,000 are

heing offered in the plan, which is said to be the biggest-ever combined promotion involving the take-home trade and the record industry

Musical Taste Of Italians Expanding

FOR **EXPORT ONLY** All Labels, Records & Tapes New Releases Rock & Pop Disco & Jazz Afro Guban ree Catalogue on Reque DAVID ESKIN, INC.

MILAN -The Italian record in dustry, still with plenty of room for expansion, is reaping increasing re-wards from a public awareness of new areas of musical expression. Even in classical music, which

showed a sales upsurge last year and now represents 12% of the total market turnover, public taste is widen-ing. Previously the classical audience concentrated on the most famous labels, such as Deutsche Grammofon, ignoring other product areas and even potentially interesting mid-price lines

But now tastes, particularly among the fast-developing group, are spreading from the traditional best-selling area of the great romantic composers, to haroque and con temporary classics.

Again, in folk music, which has always had a very small share of the certain folk-pop fusions. Buying in-terest extends from the Celtic folk of Brittany and Ireland to South Amer-Kan and Third World ethnic music Much the same widening of inter

est is reflected in the jazz world in Italy In fact, hig attendances at fes tivals here give a fake impression of the record-buying figures. Sales have not yet increased greatly and ome record companies still feel dis illusioned ahout jazz prospect

But the potential is surely there What is needed is expert promotion and exploitation. The big record companies have barely shown interest in jazz, leaving its growth to a number of newly-formed small la-

In sales terms, easy-listening m-o-r material is the biggest area, cov-ering a wide range of musical sub-

divisions which are differently labelled in Italy Today the most commercial prod

uct is split between the collectors' market and that of pure dance-m sic buyers. The latter has consolidated itself through disco music sales, now credited with some 30% share of the total record turnover and through traditional Italian ballroom orchestras, roughly estimated to have a 10-15% share of the mar-

Both domestic and international rock and pop music sales have slumped. Locally, the genre's crea-tive backbone softened, so many Italian fans have moved into other musical fields, such as elassical or

In Italy, the new-wave or punk scene, though optimistically and energetically launched by some companies, has failed to provide ap-

The only rock area still showing vitality in Italy is the so-called Nea

politan rock, blending rock music elements with typically southern folk traditions. This music sells well here and some of its leading exp nents are finding favor in foreign markets Most talked-about local trend af-

ter the decline of rock has been the of the singer-songwriter, involved in political statement and therefore still political statement and therefore sur-restricted to Italian limits. Again, they cover a wide range of styles, from the easy-listening to the pow-erful and committed. Generally these writer-performers occupy hal the chart places. the chart places.

the chart places.
What is heartening to an Italian record industry burdened by overall economic hassles is the way consumer tustes are wadening to give emphasis to all kinds of music.



Italian Minister To Actively Support Industry's Needs

record and tape piracy were Naples

GENOA Carlo Pastorino, the national minister of tourism and the arts, told industry heads here that he will suggest the Italian government promote wider teaching of mus schools here, using records and tapes as essential accessories.

He also said he would support the suc business plea that retapes be treated as cultural items as are books, and hable therefore, to a cut in the rate of Value Added Tax. from 14% to 6%

His support came at one of two important meetings set within the ion staged here, the first music industry event of its kind in Italy (Billboard, July 22, 1978).

The second meeting took as a theme. "Pirated records and tapes and their effect on the market." This involved frequent reference to a mously accepted proposal put to delegates at this year's Billboardsponsored IMIC conference held in Venice when Carlo Pastorino was a keynote speaker (Billboard, June 3.

It was announced here that the Italian Parliament will soon outline and discuss new anti-piracy laws. created to match the mood of IMIC delegates, and also new regulations covering local radio and television

After it was said by Massimo Ren-dina, from RAI-TV, the state-controlled national radio and ty network, that pirate radios had taken some 40-42% of RAI's audience, Luigi Conte, general manager of SIAE, the Italian copyright society. said the areas most affected by

PARIS-A further step toward the

cultural items is the setting up of a

special record export committee hy

M. Alain Fantapie of the Com-

mittee for the French Language.

who helped create the new body,

says that the move was overdue since

records have a double value as ex-

ports. "When France exports a can

of beans it is exporting nothing more than heans. But when she exports a

record, she is not only disseminating

ttee sprang from a meeting held at Pedlar Farm, Va. four year ago by a private organization called

rench Musical Exchange and sup-

ported by a number of American or

eanizations with a special interest in

a consumer product but also an ele ment of French culture The idea of creating the export

the French cultural affairs ministry

ution in France of records

Milan, Bergamo, Bologna and

feit product, sold at around \$5.50 per unit, cost the industry in Italy ome \$12 million annually, taking \$940,000 from composers and pu lishers, while pirate products, sold at around \$2.35, took some \$10.6 million from the industry and \$850,000 n composers and publishers. The SIAE estimate was a total annual loss of around \$27 million Conte said that the trend n

nong illegal manufacturers is defitowards counterfeit product, involving higher risks hut also higher profits Phonogram marketing manager

Giorgio Pertici said honest retailers particularly suffered from pirate competition, reducing the number of "reliable" outlets, now around 1,000 in total, of which only half are really qualified His view is that means the market

does not grow and the industry will be compelled to limit its investments to product with high market potential, therefore lowering the cultural content of global production. Lawyer Lionello Lionelli under-

lining the effort in the fight against pirates were not enough to ensure victory As the phenomenon can be expected to spread to other fields, such as video tapes, radio and to programming, he demanded that existing laws be fully enforced On the proposition of Germano Ruscitto, Billboard Milan bureau

task heing planning consumer cam-paigns promoting support for "le-gitimate" product at the expense of In the first meeting, on "audio recordings as culture-spreading

media," Rendina expressed fears about the "decay" of the National Record and Tape Library in Italy and about lack of consideration for music inside the Italian public Giuseppe Ornato, managing di-rector, RCA Italiana, said music af-

fected the life of everybody, on radio or through records Audio recordings not only handed down culture but fixed a particular performance precisely so that their educational value should be fully acknowledged And Giovanni Cattanei, Genoa

University sociologist, affirmed Culture is the embodiment of peoples' souls. Records are important cultural tools but as they are involved in the advantages and dangers of the mass media, schools must provide education on how correctly o use them. Guido Rignano, president of AFI,

the Italian record industry associated on, and managing director of Dischi Ricordi, complained of the sad lack of musical education in Italy. "Music here is seen only as a ural growth."

A proposal to urge the levelling down of Value Added Tax on records to correspond with that on books was passed and goes to the minister of finance through a com-

L'Exportation Du Disque-is M

INTL AWARD-Admiral Sir Charles Madden, Lord Lieutenant of London, re

resenting the Queen, center, presents the Queen's Award to Industry to Pa Watts, right, head of EMI's international division, for his division's effo the export field over the past year. Sir John Read, left, EMI chairman said the although EMI had received nine other Queen's Awards over the years, the was the first in the field of music and records.

Youth, Major Force In Czech Disk Club

Czechoslovak Record Club mailorder operation's 18th release package, offered to the public lunng the first two months of

According to final results, some 90,000 people ordered more than 900,000 disks. The offer comprised 79 titles, including classics, pop. jazz and spoken word product. Supraphon participated with

48 titles. Opus with 13, Panton with five and the magazine Young World, for which the records are produced by Su-praphon, with 13.

Records offered by Supraphon sold almost 550,000 copies. Young World almost 250,000. Opus over 100,000 and Pantor some 10,000 units. In the classical field, main interest centered on Mozart, with the horn concertor hitting a 15,000 order mark, and Baroque music, the Myslivecek Stamic flute concertos receiving almost 12,000 orders.

almost 12,000 orders.

In the jazz and pop field, the Louis Armstrong and Ella Fitz-gerald "Porgy and Bess" package pulled an order of more than

bought an Elton John album There were 35,000 sales for Olivia Newton-John in the Young World series, but sales in excess of 30,000 were also scored by local groups and artists such as Vladimir Misik, Katapult, Jana Kratochvilova and Jenik

The sales results shows the growing importance of club sales to young audiences, as in the Young World series, which of-fered 15% of the total number of utles and received orders in excess of 25% of the total. Of 26,000 new subscribers, the

majority concentrated on the Young World series. The average order of 10 disks per subscriber is regarded as very satisfactory and proves the importance of the club as an outlet for Czechoslovakian As most of the ordered records

are collected by subscribers in Supraphon specialist retail shops near their homes, record dealers do not see club sales as competiinto shops potential customers for non-club records.

France Forms Export Committee

films abroad. Also created at the same time were a committee for the export of French literature and a group called Unipresse, set up to promote the export of French news papers and magazines.

No similar organization was ever

created to promote disk exports because records were not considered cultural materials but simply a manufactured consumer product President of the new committee the Comite Consultatif Pour

LONDON

Jean Maheu, director of music for the French Ministry of Cultural Affairs. Represented on the committee will be delegates from the ministries of economy and finance, foreign trade, culture and foreign affairs Also represented will be the French record industry association, SNEPA through its economic group of which Pathe-Marconi director Michel Bonnet is president. The committee will meet at least

From The Music Capitals Of The World

Total velue of the disk tape merket at frede once for the local three months of this year wes \$92.5 million, up 10% on the same period of 1977, while the Refeil Price Index, reflecting the cost of Irving, chimbed by 9%

New marketing director of Pye Records here s Gary Luddington, recently managing director of the very successful ATV ticensing division and he reports to Derek Honey, U.K. meneging director, Pye Ensign diso Flesh and the Pan cloaks identity of Harry Vanda and Georga Young, who have produced hits for AC/DC end who wrote and produced John Paul Young's Top 5 charter "Love Is In The Au They were presustry ment leaders of Australian chert hand of the 1960s, the Easybeats.

Company of Manchesler staging two folk cor certs, heeded by Tom Pasion and Backera Dick see, both Ia be lefevised live for BBC TV 2 Arton Menagement Enlerprises, headed by

Deke Arion, changed compeny Itile to D and J Arion Enterprises based at 22 Denmark Staret, London WC2 Rwy Allison, president of Allison Acoustics Inc. and former vice president of Acoustic Research Inc., visiting from the U.S. as guest speeker of a hi li forum part of the Her gate International Festivel of Sound (August

Mervyn Conn fouring package "Neshville Cavalcade" through U.K. featuring BWas Se Spears, Vernon Oxford, Lloyd Green and Ronnie Prophet, starting tale October and his Temmy Wynette lour starts mid September Bahari ed, formerly with a London lew firm, now gen

King four fixed for October by John Curd of Straight Music, including two nights at the Hammersmith Odeon Millie Teckson says she hopes to bring her planned show "Get It Out Cha System" to the U.K. Towards the end of the

ondon which belond launch hands like the Wibraters, Jam, Damned and Stranglers, to close as a live venue because the premises are being Johnny Ratten, nx Sex Pistol, due to debut for Virgin with "Public Image" a single

which is also the name of his new band. Bruco Springsteen reported set to make his second wait to U.R. in October, previously here in the fatt of 1975. Prenned concert in Hyde Perk called off because Virgin couldn't had a London, to be opened by Thus Lizzy/Sex Patois/Boomtown Rats personnel mis for free for all session under the name the Bastards. Robert Palmer starts his first ever solo cert four with a Hammersmith Odeon pg (See tember (3), backed by his luff U.S. foun Prospects good for a fall rekey rock center, Glasgow Apollo Bob Dylan reported keen to return to the U.K. for 1979 gro

iccal less.

Line Merkell, Scottish singer, staming all Lin
don Paltadawn far a week (Sept) 25-30). She
won gold disks here for her brist seven alliquis.

See Patols Fde — edited end photographia.

by Ray Stevenson, published here via Omniber Press, a division of Book Sales Ltd Wierd na tional newspaper story clasms Count Basie is to play piano simulteneously in two countries at with the instrument placed of the French Helan border (Continued on page 73)

suitable bill lapping act prepared to cover an estimated \$50,000 costing for a free open au event. New rock venue, Electus Ballicom in Fairheld Hell (Sept 28) and suns through to eral edinmistrator of the Henry Hadawey Organ Osmends' ten club here holds ization frese ds hist convention (Oct 14) in Birmingham's Former nun, now Chrysalis recording artist

It was agreed at that meeting that omething more needed to be done to arouse interest in French music. Says M Fantapie: "Even Cajun mu-sic is practically unknown in certain parts of the United States and French disks are very rarely heard on the American broadcasting networks. Therefore we needed to find some way to achieve greater accept-

rench culture

of French musical culture in the United States and other countries of the world." The new body will be patterned very much on the old Unifrance Film organization which was set up



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Ex-Polydor Press Office Runs Promotional TV Film Company

arrangements, but often it is down to

chased after the Boomtown Rats

simply because I was sure this six-

prece band from Duhlin was the hest

in its field, the new wave phenom

ideal for a television presentation

non. Visually, they turned out to be

Now he touts movies featuring

lly Joel. Robert Gordon with Link

Angelo Branduardi,

oung Italian who is one of the big-

try, and Manfred Mann, a film built

round the album "Watch" and run-

gest album sellers in his home coun

is own intuition. "For example, I

LONDON -- Clive Woods, former Polydor Records press officer here. now heads up a successful compan which deals in pre-packaged television films of top pop names, with most of the productions running 45

In effect, Woods acts as ago selling the films to tv networks around the world at a usual transmission fee of \$2,000 All the productions are of live performances mostly in studios with audiences present and are financed initially enther by record companies or by artist

which his wife Carol is a co-director, has offices in London and in Antwern. Holland.

managements

He says, "When I left Polydor looked for the kind of job in which I could use my press office know-how and use publicity approaches to sell product. The idea of making promo-

MEXICO CITY-"Saturday

unt picture projected that with

should soar to over \$4 million by

In addition to the release in six

On the disk front, Polydor, al

leged duplication of the album cover

by Orfeon, is reportedly way over

100,000 units in production and dis-tribution of the double-set album

ning only 30 minutes—all filmed in tional movies of pop acts within a straight entertainment area see

Last year's productions included films of James Taylor, shot at a live concert in Aoaheim, Calif Ben our catalog of available product has grown and new offers come in every day." Sidran, US-born keyboard player, Choice of artist is made in two singer and producer, Daryl Hall and John Outes, Elkie Brooks, Smokie Robinson, Bob Marley and the ays. A record company looking for this kind of promotional outlet might approach Woods to set up the

Wailers: and Dolly Parton, recording in front of a studio audience in Woods says, "Some of the names are less known, but if a series of ten are offered, and eight are good names, then a tv company will probahly go along with the other two Branduardi, for instance, has been

sold to Sweden and Switzerland. "The lease price is low compared ith other productions and there are spin-off promotional things to offer ch as availability of stills from the films for pressusage We're selling to Israel, Australia, the Scandinavian erritories. Ireland and even behind the Iron Curtain, in Hungary."

As yet there are no sales within the U.K. because of quota system regu-lations, but Woods looks for devel-Teichiku Jazzes

Up In Deal With

Versatile Label

TOKYO-In order to give their

arm Teichiku Records recently

signed Versatile, the new Crossover Records' label, to a distribution deal,

The first Versatile release is due

contract with Audiofidelity Enter-

labels, Image and Improve

rises which has taken on two new

Teichiku is hoping Versatile, es-

tahlished last year by Michael Gus-

ick in New York, will be an exciting

source of product. During the first

year some twenty LPs will be offered

by such artists as Cornell Dupree,

Grant Green, George Dalto and

Buster Williams under the produc-

Already lined up for release on Aug. 25 are Cornell Dupree's "Sat-urday Night Fever" and Grant Green's "Easy," on September 25

Image will feature material aimed

at the pop market. The first release, also scheduled for Aug. 25, will be

the single "Girl from Ipaoema," an

Astrud Gilberto production with contributions from Chet Baker and

Ron Carter Two months later, the

Improve was set up by Tony Ben

materials mainly sung by Bennett

Heath-Levy In Deal

NEW YORK A long-term pub-

lishing agreement for the U.S. and

Canada with the Heath-Levy organ-

nett and it will be devoted to jazz

LP will be released

tion guidance of Vic Chirumbolo.

Teichiku also inked a long-term

Aug. 25th



FSSEX MEET-David Essex, center, Ilanked by Tim Rice, left, co-au Evita" (with Andrew Floyd Webber), in which Essex stars as Che Guevara, and Mike Batt, right, who rearranged and produced Essex' first single Iron the musical, "Oh What A Circus" on the Mercury label, at a part for the Phonogram U.K. staff to meet Essex.

Hungary's Exports Good; Seek Bigger Western Mart

garran recorded product developed well in 1977, although exports to the western world markets slackened off, according to Joseph Meszaros, director of the Kultura record divi-

A million units were exported wo-thirds to socialist countries and the rest to capitalist areas. But France previously a number one market for Hungarian music reduced the number of disks ordinar-

Meszaros says, "Our aim remains the same, wanting to push our recordings in the western market-

place. To do that we are working on special product."

The Hungarian Record Co has roduced "The Requiem" by Rob-rt Schumann, and the complete works of Balint Bakfark, lute player and composer (1507-1576), both firsts in the world record industry Additional prestige has come from recordings of two operas by Joseph Haydn, "La Fedelia Premieta" and 'L-Infedelta Deluse'

This year's plans also include the

Decca U.K. Holds Sales Conference

1.ONDON-Decca Records held its annual sales conference over three days in the last week of July at Ferndown in Dorset

Theme of the conference was "Circulate and Communicate." slogan that the company hopes will help to restore its long vanished rep-

utation as a market leader. The down-to-earth approach of a&r head Mike Smith was particularly appreciated by an enthusiastic gathering of salesmen, who heard

Smith announce the signing of punk band Adam and the Ants, much sought after since their appearance in the film Juhilee Presentations included one devoted to country humpkin outfit, the

Yetties, and autumn product presentations in all catalog areas.

Autumn pop releases are spear-headed by the debut album from new signing. The Late Show, and the new Camel release titled "Breathless." Classical plans particularly emphasize the successful mid-price

Tape marketing manager Tony Lomas unveiled a new series of double-play cassettes, six m-o-r releases under the general heading

MANY VIE FOR MARKET SHARE

Mexico Gives 'Fever' Disk **And Flick Tumultuous Start**

but reportedly are being dealt with

Night Fever" has begun like a "Sat-urday night brawl" in both the rec via straight legal maneuver Luis Baston, Polydor's local genord shops and at the theatre box eral director, contends that it is not a matter of the music "but confusion for the public in what they are buy-In the first day of its release in nine cities (July 14). "Fever" trig-

At the AMPROFON session on July 13, the same day of the debut of the film in Mexico. Orfeon's conten tion was that the association did not follow "standard procedures" in the determination of the case. Their

reply to Polydor's request of pulling the product off the market until the graphics were changed was schediled for sometime the week of July 17 via a written letter Baston claims, "It is not a matt

of procedure, but simply a matter of which company has the right to the legal jacket"

WEA Intl Upping Record Service Capacity For '79 NEW YORK-WEA Inter-

national's manufacturing and distributton center in Alsdorf, Germany Record Service has restructured its administrative staff and is adding space and equipment to the facility to increase its present pressing ca-pacity from 13 million units to a 20 million unit capacity in 1979 The reorganization and expan

on was necessitated by the increasing demands of WEA's European affiliates. Record Service is the exin Europe. (WEA has its own many

have been appointed for Record Service Friedrich Carl Coch, manand Klaus Ollmann, managing di rector for distribution. A general increase in personnel is planned.

clusive supply service for WEA's companies in Germany, Austria, Belgium and Holland It also supolies some of the needs of WEA France and several WEA licensees facturing facilities in the UK)

ization has been signed by April-Two new manufacturing directors Blackwood Music Heath-Levy hased in London, owns two U.S. publishing companies, Heath-Levy Music (ASCAP) and Geoff and Eddirector of manufacturing die Music (BMI) They also control over 70 other catalogs for the US and Canada

BUDAPEST-Export of Hun-

set by Dittersdorf, the opera "Medea," by Cheru-"Medea," by Cherubini, with so-prano Sylvia Sass in the leading role, and the as-yet unpublished Vi-valdi opera "Olympiade," featunar Kolos Kovats, Klara Takats, Lajos Miller and Mana Zempleni. On the pop side, product on the

Pepita label is very popular in the socialist countries and in 1977 the export list was topped by "Waste Of Time" by Omega, with 100.00. copies going overseas. The last al am of the Skorpio group also sold Decords 000.05

Now the 1978 export plan show orders of around 25,000 for the al-bum "Omega 8" and "Neoton" by Disco, with 50,000 orders for "Eaclusively Music" by the Lokomoto GT band. Also much in deman ahmad is the "Fn Route 1978" 11 by Ronograf and a new album by the group Piramis.

On the solo sanger side, the established artists such as Zsuzsa, Jana and Koncz remain popular on es port, and newer names are comini

In the import field here, equi numbers of records came from so cialist and capitalist states. In pop. India is a key partner and there w big 1977 imports of records by Demis Roussos, Barry White, the Beatles and Pank Floyd.

Biggest successes so far this year have been Abba's "The Album" and Fleetwood Mac's "Rumours." Or the disco front, Boney M is building popularity fast

350 WEA TV Gs LONDON-WEA here is II

vesting more than \$350,000 in a rejor national television advertisis campaign on an album by the No Sisters, from Ireland, "20 Gia

The commercial will be seen average of five times in 90% homes in the UK. The same car paign was used by WEA in its successful "Sound Of Bread" pro-

Lawyers Meet Set NEW YORK The International

Lawyers Meeting, a feature of Midem for several years, has been set for Jan 19. Midem's opening day The meeting will study some of the most significant court decisions taken recently relating to copyright

gered many fights because of th lack of tickets. The initial week's gross estimates by CIC, the film's distribution organization, is about \$750,000 A spokesman for the Para-

other locations to be added hefore the end of the month, the gross mid-August. key houses here, "Fever" is currently

playing in Guadalajara, Monterrey, Chihuuhua, Ciudad Juarez, Acapulco, Puebla, Tijuana and Mexithough having its problems with al-

There is no official report by Orfeon of what its sales have been in the past few weeks of the cover vern of the soundtrack via PPX of New York However, it apparently has been substantial, otherwise Polydor would not have registered its formal complaint before the AMPROFON, the major record as-

Others vying for a share of the market include Melody, Musart, RCA and Discos Guitarra RCA's single entry by La Tierra of Night Fever" and "Stayin' Alive" has been out for over a month

Melody protected itself from co olications by adding a word to call it Saturday Night Dance Fever" ("Fiehre De Bailar En Sabado") It's mostly a play on the disco action now sweeping the country, with only

one song from the movie included in As for Guitarra's long play, they Polydor's original soundtrack cover,

From The Music Capitals Of The World

HAMBURG

aphon has eight new re eases in its successful "Best Of cluding product from Julie Driscoll, Golden Ear-ring, Nan Price, George Moustaki and Brian Auger. Marek and Vaceh, Polish piano duo, signed a deal with DGG and with producer Just

Anola has launched a new series "Pop Gold," like the Peinter Sisters, Sir Douglas Quintet and ice Walsh. Arrola pushing big campaign for U.K. lahel Bronze product here, with Maatred Mann's Earthband and Uriah Heep of that roster

already in the charts in Munich, Anola Eurodisc has falten over Germen representation of the Roulette label Herst Mueller is new promo Music in Munich, with Tina Robitt as his press executive. New address for Sky Records is ismourg Nordhaeuser WEG 16, 2 Hamburg 13 Jalanhana 040 551 2641 And Juergen Ot terstein and his Pinball Records has switched

asse 2, 2 Hamburg 13

Jelephone 040 456456 mane reports big sales for Supermax, a disca group from Munich via the elbum "Love Ma while company artist Jaesgen Drews has ht the 200,000 sales mark with his single "Wi hen Heul Abend Auts Dach" in Germany EMI Electrola adding a dozen albums to its "Re member The Golden Years" series, including Ps from Roy Wood, Mantred Mann, Peter and Gordon and the Swinging Blue Jeans.
Songwriter Gunter Gabriel produced girl
singer Siw Inger, from Sweden, for Ide Polydor

the new German group Sunrise and its single 'Call On Me" Anola launched young Outch inger Shirtey with the single "Nothing Has Hansa in Berlin behind e maiketing carr aign for the album senes "Star Discotheque with artists like Bernd Cluever, Sevenne and boky Shawne involved New Spanish and due has You Are No Matadox, Sepor" oul or

label, on the song "Hey, Nur Nich! Oraengelr

Tremendous reactions here

lunger Mann

talph Siegel's Munch-based Jupiter tabel, and ne company is also pushing Martin Griffiths on Sating On The Oock Of The Bay Teworking of he old chart hit New single for popular team Love Generation "Change Your Mind" (United Artists).

Caltrane receiving power-play artists here with group Chilly with the old Yardhirds' hill For nenduced by Rernd Machrin 2mdy and Bert, probably the most popular duo a Germany, has the German language version of the Bee Goes' Night Fever," now called Jim

Patrick level in for a 10-day promotional tour

or his album "Got A Feeling," including an apearance on the German to show 'Rockpop Metronome laying on a sales campaign for a ock girl Ingeborg Thomsen has the German ver ion of Denis Successful appearances ere for Nelen Schneider, but she had to cut hort her four because of my

WOLFGANG SPAHR

The 5th Salon de la Musique is fixed for the hibition hell of the Palacs d'Exposition du Parc trail here (Sept. 17.24) with around 100 par spants, plus concerts and e disk The composer Gerard Colvi has re aced Georges Auric as president of the

gyright society SACEM administrative council The Chambre Syndicale des Editeurs de Mil que Lergere (light music publishers) and the on Syndicale des Publications Musicales susic publishers' assn.) have arreed to son rces under the title Chambre Syadicale de The Boeul sur le Torl drice Musicale

oled French artery closed for the past 10 years to reopen end will, true to its tradition, be eccrated in the style of the sazz world of the Shell as pazz

Sponsored by the city of rens, the dississions of the New Paris Orchestra, with 22 musicians China as been as an unced by mayor Jacques Chirac will be directed by violitist Jean Pierre Wallez, to also directs the Albi Festival, ead there will certs starting in No ars 60% of the cost and the Mmistry of Cui

product including priginal meterial from Little Richard, and the Scandmarvae based label has big plans for the luture Description of off beat Erato release Beroque. Rhythme et Fantasie" which was arranged by Jean Michel Delaye is 'a patchwork of original

Erato celebrating the third centenary of the death of Vivalds with three perhapes including works involving abor, bassoon, flute and string

Jean Michel Hepp, who organized this year's Eurovision Song Contest, hosted by France awarded the Press, Television and Radio gold medal by SACEM

The 3rd Names Jazz Festival, held in July war divided into two sections, first being various certs held in the main arena, and the other being "Jazz And Cinema" held in a local movie A new disco situated in Toulouse and named The Art Club is holding axhibitions by fa mous artists. mous artests. Musicrains, a new organiza iron, set up here to promote all kinds of music among the young, its program starting in No vember with instrumental presentation

The entire nation has mourned the passing of Francisco Jose Robiales Y Calvo, 64, be hnown to milions of Mexicans es Paco Mai seste." The leading by and radio appropries who began his career with Telesistema Mexicano now known as Televisa, died of a massive hear attack June 22 following a kidney operation Mora than 1,000 persons, including many from the music and sports world, paid their last re spects at his funeral is the Panteon Frances de la Piedad the next day Besides being the host personality on many popular variety shows such as "La Hora de Paco Malgesto," "Visitaado a las estrellas." "Estudio Raleigh" and "Oper alion convivencia" Malgesto was THE voice of the builfights since shortly after he began in the business-both or radio and tv A son and

AMPROFON will release formal statistical data of the major companies' progress by mid summer, according to the record assn's legal administrator Juan Larequi. Polydor genera director Luis Baston back from meetings in Lis insterdam and Madrid June 27

Musart international head Frank Segura to Paris week of July 10 to close licensee deal with other major French independent, Carrere The other two Musart represents in the Mexican I nlory are Berclay and Yogue Georges Moustake did "good" business at the Teatro De La Coudad in late June, reports impresano Antoi David Stockley, who was Latin American coordinator for EMI out of Sao Paulo. has been moved to the local branch for a min nths, assisting managing o Schoot Secott MARY FISHER

OPORTO

The 12 inch single "Obs Redding Citation by "ghost" singer Mondo Wells (Vogue) is a big selfer here and also features Madeline Bell U.K based singer. She was also with French ock group Space on its album "Deliverance," also Voque, another have seller in Portugal rench rock group Pulsar (CBS) in for two

concerts at Pavilhao Os Desportos in Cascae The Stranglers and group 959 in for festival of punk rock music, also in Lisbon And Spanish guitarist Erneste Bitletti, noted in classical circles, visited for a concert at the Gul

The song "My Life" by Brazilian singer Ed Costa (Chantecler) sold 15,000 units on the hist day of release here and tooks a sure tise numb ons on the single chart. But a strong contender "Um Portugues" by local sunger Linda de Suza (Carrece), who lives now in Pairs and whose French version is also a big seller in France

Viola player Ana Bela Chaves and the Or questra Sinfonica da Radiodifusão Portuguesa conducted by Alvara Cassado, featured is a sold out concert at the Teatro Sao Lius Thr On Concert at the Testino Salo Lillic Int.
Transfo company is to release a triple album on
CBS of Jules Mansenet's opera "El Cid" in four
acts, by the New York Opera Orchestra, con
ducted by Eve Queler and the Byrea Camp Chorais. the Ling having hem transfitted and Conte rate, the taxt having been translated into Portu-

guese and French

The general office of the culture division of setting up a documented center of musical ec-timities in Portugal (actuding bills, pasters, pho (Continued on page 74)

TORONTO FANS PAY \$4 MIL FOR CONCERTS

FORONTO-Concert fans re Metro Foronto area will have shelled out over \$4 million to concerpromoters by the time sur over, estimated ticket sales show

Described as the "biggest mummer in Ontario's history." booking talent agent, the single biggest gross so far, \$650,000, goes to the Electric Light Orchestra for a one concert deal at the 75,000 capacity CNE Stadium.

Other grosses rung up by road shows this summer have included \$90,000 by Croshy, Stills and Nash, the Maple Leaf Gardens; \$330,000 by Genesis at the CNE Sta-dium; and \$300,000 by the Beach Boys and Steve Miller In addition to this, some 15,000

Canadians were reported to have traveled to Buffalo recently for a Fleetwood Mac concert, and close to 20,000 to Buffalo for a Rolling Soon acts such as Boston, Linda Ronstadt and the Eagles fly into To-

ronto for one-shot engagements long with acts such as Styx, Heart, Burton Cummings and Foreig who are firmed for the annual Cana dian National Exhibition Add to this the potential gross of \$1.5 million at the first Canada Jam,

Aug. 26. at the Mosport speedway and various local club engagements and the grand total exceeds all previ-

Special Presley Canadian Album

· Continued from page 18 bum's creator, Ed Preston, vice pre ident and general manager of RCA Canada's Record division

Preston notes that the idea came to him late last year whide returning from a European product meeting Leafing through a Presley discor raphy en route to Toronto, "I kepi ing the odd song Presley had re corded that was written by Cana

dian sonewriters and conceived the idea of putting this album together The package includes sleeve shots taken from the performer's only tou dates outside of the U.S. in 1957 in

Toronto, Ottawa and Vano Preston notes that the US com ng an unspecified number of LPs for commercial release

The possrbility of the U.S. com-

my pressing the tribute LP has not been ruled out if the package creates brisk sales, he adds

OK CHUM To Buy CITY-TV TORONTO-CHUM radio's bid

to buy CITY-TV here has been ap proved by the Canadian Radio-Commission and the first results will be a senes of 10 rock music concerts simultaneously carried by the cable station and CHUM-FM.

The concerts will be taped at local clubs and carried sim Channel 79 and CHUM-FM, so viewers will be able to hear the mu-sic in stereo. This is the first time that a set-up such as this has been done in Canada on an on-going basis.

Included in the deal is a commit ment by CHUM to build a \$300,000 mobile production unit and a \$1.75 million downtown studio to be available to CITY to help it improve local service

Canada

Wine and Teaze are signed directly

to the Capitol label outside of Can

ada In this country, the manufac-

turing and distribution pact also

overs the Guess Who and guitarist

Walter Rossi, along with April Wine

be the biggest Canadian rock act in

the country, along with Rush, the

significance of the pact is doubly im-

portant when one considers that

lar pact with Anthem Records of To

Under the terms of the Anthem

deal, Capitol has Rush in Canada

Max Webster and Aenal to the label

Capitol's general philosophy

In commenting on the new arrangement for his label, Aquarius

leased with the new move to Cape

tol. The label is a dynamic force in

the Canadian recording industry and I am looking forward to a lone

president Terry Flood notes,

in all territories outside this countr

wide representation.

worldwide) and inked

While April Wine is considered to

and Teaze



awarded them in Montreal following their sold-out performances at the F rum on July 12 and 13. Platinum disks for sales of their LPs "Trick Of The Tail" and "Selling England By The Pound; gold for "The Lamb Lies Down On Broadway" and "And Then There Were Three." From left Genesis members Phil Collins, Chester Thompson, Mike Rutherford, Tony Banks and Daryl

SIMILAR TO CAPITOL'S ANTHEM DEAL

Capitol To Manufacture. Distribute For Aquarius

TORONTO-Capitol Records-John Evans, president and chief perating officer for Capitol Can facturing/distribution pact with the ada, notes that the agreement "once Montreal based Aquarius Records. Under terms of the agreement again shows the con apitol Canada and its U.S. office Aquarius Records' artists April

have in developing worldwide mar kets for Canadian talent " Evans concluded that he too was looking forward to working with

Flood and the Aquarius roster on a long term basis.

Agency Merger Plans Squashed TORONTO-Plans to merge Can-

ada's two leading booking agencies.
Music Shoppe International and The Agency, have been squashed as in-lighting flaired up days before a legal agreement was to be signed (Billboard, July 22, 1978)

The failure to merge has cost MSI's Scribner a number of his key agents and one of his largest talent accounts, the SRO roster which includes Rush.

At the time of this writing, most of Scribner's executive staff has exited MSI's office space and are rumored to be forming their own agency while SRO's directive agent, Doug Brown, has been put on payroll at SRO to book their acts, which include Max Webster, the lan Thomas Rand and Aerial

From The Music Capitals Of The World

TORONTO

Manager Cliff loans reports that Hametone and have withdrawn from their contract with A&M Records and that he is now label shopping in Los Angeles. The Vancouver band recently won the coveted Juno Award as "best new group," and earned laudable reviews on the re

lease of a debut album last year titled "Flying ines also reports the recent marriage of Vlademas Horsdal to Pemay Christie in Van couver Better known as Valdy, the tolk singer is now in San Francisco with producer Elect Mazer nothing on his lifth A&M album

The much hyped muscle tocker Ther contin ues to remem out of the spotlaht, tollowing himed as back up band to Georgie Fame at the El Mocambo in Torunto tates this month band, which is not confractually obligated to RCA, is working under the banner Tha Skambles. 'Hemspheres' is the working title for the

next Rush LP being mixed at the Advision studio in London, but recorded at the Rockheld studios in Wales, with producer Terry Brown sharing credits with the trio Rush will have the album on refeate in time for a Weslem Canada four in October

Continuing to maintain a strong profile, Poly dee Recreds has awarded platinum albumb Handleman, Pindott end ARS for sales on the "Saturday Night Fever" soundtrack. The label also presented gold to Sam the Record Man, WACO and A&A for sales performance on the Iwo album package now over one milion units

RCA news includes strong sales on Toby Bean's single, "My Ange! Baby" and "Chat-lancega Choo Choo," by Butterfly Records Tuxedo Jurction. The latter recently wasted Mon treal on e promo junket. The RCA and division also reports signing a new country artist. Brian Pickering. His first single release is "Lone Star Lady/Letter From A Stranger DAVID FARRELL

catalog, which combines hits from ABC. All Platinum, VecJav and

Chancellor lahels Boh Cook, who represents Frank

lin here in music leaving, says verhal agreements have been reached with Warner Bros. and Motnwn. Arista 20th Century-Fox, MCA and Mercury have been discussing the possi bility of making selections from their

Al Berman, chief of the Harry I'ox agency, confirms that his office has licensed Franklin Industries to dulicate recorded music selections "at 24 cents per song."

The concept of custom duplicating pre-selected hits from a catalog that eventually could include thousands of velections, stems from an idea by the Daniel Sheehan family of Northern California

About four years ago, the young est Sheehan son, Chris, then 12, was showing off to his three older brothers a home self-duplicated 8-track tape on which he had pasted a hand typed label carrying the selections in

The teenager's idea triggered the mind of Dan Jr., then 20, who was in the throes of gaining a hachelor's de gree in physics. The idea developed

NEW YORK (Pop)

RAUL MARRERO

RAUL MARRERO

Mericana 149

Poen Cocn 146

GILBERTO MONROY

GILBERTO MONROY

LOS TERRICOLAS

Craffin 2013

oces Mera 3001

This TITLE-Artist Label & Month Mureber (Distributing Label)

JULIO IGLESIAS

ROBERTO CARLOS

OANNY RIVERA

FELITO FELIX

WILKINS

LOUITA

CAMILO SESTO

into putting leased hit singles into a computer which automatically du plicate them as ordered by a cut

omer became a reality late last year. The family was able to put this idea into operation by buying a tape duplicating facility in Redwood of San Francisco The 5.000 square foot facility is capable of producing one million cassettes and 1.1 million 8-tracks per month,

the Sheehans claim. There is no ceiling on the number of recording mass ters the computer can log, the Shee-The hrothers began visiting i duplicating facilities in 1974. They investigated duplicating equipment

possibilities And they continued probing the marriage of the computer with tape duplicating masters. Greg Sheehan says they have patpresent equipment. He says until such electronic patents are fully registered he will not fully disclose the

plant's methodology. Pilot runs were utilized to solicit orders directly with two national manufacturers who sold the tapes as a merchandising tie-in in the Bay Area and in Northern California. the Sheehans point out. When an order is received Gree

be completed within 48 hour and be in the mail Pre-production consumer research revealed prior mail-order recorded music b were miffed at times with quality imperfections in product they received The "Sound Choice" ad lists an

800 number through which one can order using a credit card charge number or on which customers s complain if product is inferior in their opinion Franklin has negotiated with 3M

to use its 8210 tape exclusively for cassettes and its 157 tape for 8-track case and Trans (Am of New Jersey and Florida is making the cassette cases. Both carry an emhossed 'Sound Choice" logo

A computerized printing device types out on a label in approximately six seconds the cust tape's song and artist content in se-quence. The purchaser may elect to have a 20-letter name or message. printed on the tape label at no extra

The 1.200-selection catalog breaks down selections by repertoire categories. The first classifications include: disco, all-time hits. pop. country, soul, black gospel, mood in-

Bob Cook points out that Frank lin hopes to have classical and kidisk repertoire in a few months. Using the computenzed methodology en ables "Sound Choice" to eliminate the interrupted selection, clicks pauses and fade out/fade in ordinarily found on 8-track tapes. Greg

Industry veteran Corb Donah former A&M and ABC publicity chief, is working with Cook here

Grey Advertising, San Francisco, handles Franklin Industries The agency is making the first radio spots for the customized tape duplicator. Ty spots are also planned in selected

Cook emphasizes that "Sound Choice" will not compete with normal record retail channels. He emphasizes that selections in the firm's catalog would be released 90 days or more after the hit single has been dropped from the Billhoard charts.

To insure that participating labels and publishers of the recorded hits net a straight count. Arthur Anderon, the national accounting firm. was asked to orchestrate a system to guarantee accurate logging of all seections ordered All orders proceed through a moni

oring system at the First National ank of San Jose, which professionally logs selections ordered by each customer Labels leasing mate nal are offered computer readouts regularly of label singles which "Sound Choice" customers are or-

L.A. College Firms 2nd Songster Expo

LOS ANGELES-The second Songwriters Expo has been set for Immaculate Heart College here Aug 19-70 Organized by John Braheny and

Len Chandler, the Expo will feature special panels on songwriting, and will contain an extensive exhibit area. As many as 3,000 participants may attend, including industry executives and professional as well as ice songwinters

Topics will include collaboration lyne writing, how to make and sell your own records, total composition (lync and music writing as a whole). making your own demos, perfore ance evaluation and a special BMI panel on "The Journey Of A Hit" (from writer to radio) From The Music Capitals Of The World

· Continued from page tographs and race instruments and music boxes cooperation of the general p exhibits is wanted EXPHANDO TENENTE

Boney M's latest album, 'Nightlight to ment gold the first day of salease h with 25,000 sales Musica has released the Germen version of "Guanna" suite by Harry Win from Austrian band Funky Boom, Irtled "Buona Sera" Lance Lumiden has released five Sin ales end an LP on his own label. Mozem, distrib

utof here he Amadeo Austrian acts The Pots, Clockwork, Magic and Wilfried played an open ex concert in Vrenna's Densenary for the spoon testinal feveren acti appearing were Vince Webes, Colosseum II and

Konstantin Wecker. Lined up for August con-certs are Genesis with Patts Smith and Oscar Pa coming in September, Chuck Berry and Ray Charles in Ortober recently released a series of telk album

with Musikkepelle Feldthurp, Alpenechn Ros Bruneck, Madrigalches Klagesturt and Fidelen Molitate. WEA has just sterted mesketing its own sell produced tolk catalog
RCA artists Baccara, Lesley Hemilton and

Mandrake appeared on a live TV show recently Ariola has appointed Frenz Papp to handle in store promotions Carla Bley Band's Vienna Kongresshaus contert very well to

Hungarien National Theatre Szeged recer performed Mozart's Marriege of Figaro" in the Graz opera house Alfred Altenburger has en appointed director of the Vienna Philhes monit orchestra. Dacer Delegiise, in charge of radio/fv contacts at the U.S. embessy in Vienna, was awarded the Bruckner Ring by the Vienna Symphony Orchestra in recogniti his work in saving from destruction hundreds of tages of the orchestra's performences

MANFREO SCHREIBER

Reed Me Shane Me " the old mch hif back

(Hansa), produced by Boney M mentor Frank Farsan. Another tast moving local breaker is Wonder Why by Ainsta group Showaddy ry. Ti Ama "was one of the biggest selling sir-

gles ever in Belgrum and now Umberto Tozzi (CBS) follows it up with "Tu" Upcoming chart action expected from Raffaella Carra's new 45 "Tank Auguri" and "This Time I'm In It For Love" by Phonogram group Player. But the all-time biggest single in Hollend and Belevium remains: "Rivers Of Rabulce" by Bones

M (Hansa) stell topping the charts with sales of 500,000 recorded Moving into the chart Moving into the chart Party Party by Eruption (Hensa), yet another uph for the herd working Frank Farian And "Super Oisco Party" (Hensa) teaturing art ests like Cilla, Beney M and Eruption now over the 100,000 album sales mark Celebrations here too the 30th enniversary of

the career of Will Ferdy, a typical Flemish chan Six city tour in Belgrum for Kolinde Hungeriae group specializing in progressive folk Hungerare group speculizing in progressive following.

Other wining acts include Blae Objects of the Wray, the Strangfers, Elvis Costello and Link Wray, the Strangfers, Elvis Costello and the Attractions, plus Phonogram acts Talking Heads and the

At 13 Grande Place here, a new jazz club Brussels lazz has been set up, besed in Gathus style house but expensively returbished It has 150 seats and outstanding emplifi with bassist Roger Venhaverbeke acting as artistic edviser. Musicians already involved. Johnny Griffin, Sal Mestico's Summit and Dusko Golkov-ich, with the Toots Thielemans Quartet, and Mighty Flea Connors.

Jazz to The Barn series of broadcasts wi made from a red in Sint Passwell with the Me nette Sudies Quartet and the Chaslie Byrd Trio. nerie 300th quarter and the chaine optic rise.

The Hinfa Jazz Club in Heist-op dee Berg presected Monette Sudies, the Dewry Redman Quarter and the MPS Package, tecturing Super Sax

A Greek pold disk goes to Boney M, for sales of 50,000 on the ribum "Love For Sale" eccording to Messic For sales product here. Other internetional artists currently doing well in Greece are the Moody Blues and Bertherhoad of Max, both from the U.A.

dates here turned instead to a few days of sur-bathing However CBS, her compeny, has signed big selling ertist Lefteris Mythia

CBS says Chuck Mangione will follow up ha buy record successes here by playing a country reek gigs in September notably Herbie Hancock, Ron Cartes, Tony Hi-liams, Werne Shortes, Fraddie Hubbasid Bib-Cobham, George Ouke and Statley Clarke have sold out their respective CRS limited addison The Hellenic Radio Television (ERT) Light and

Symphony Orchestras have begue a senes of 'go slow" profests as a complaint egainst work ng conditions. Repercussions have reached the nos Hadjidakis, has fixed his assistant Anna Moradis, eppareetly for disagreeing with his policy for handing the slowdown Judges for the opcoming Salomica Song Festi-val have nicked 20 songs for the final floor 360

val have picked ou songs for the rese, non-sec-entires, composers including **Dores Gergades**. **Tonis Vavatsibos** (1974 Festival top singer/com nosest and Jack Jakowdes. Local singer Yannis Panas received e gold disk for his album "That's Why I Loved You At

the presentation party, he said he felt goal ds should be made for sales of 100,00 50 000 as now

MOSCOW Victor Terporkey became the first prize with

ner at the ennual national television pop stop contest with "With Songs Along Life." presented by national by Komsomol and the Ministry of Meloring has released an allumi Lazar Berman with the Vienna Symphory for chestra under Carlo Mana Giulini, in a praeran of Liszt concerto works. The opera "Menhistopheles" by Halian con

poser Arrige Boilo was premiered at the Krpt Academic Opera and Ballet Theater Last time this was staged in Missow. Fieder Shakapin wa

Recent Melodica licensed releases inclin Vivaldi's Concerto for Oboe, Violin Organ etc. performed by the Chamber Orchestra moder P Musz, and CRS release "Concert Ry The Sea " to the late planet Erroll Garner. National cor ference on copyright took place here in Zyesign rnd sturbers the national Institute of State an Law, plus VAAP copyright agency Two albums by leading Soviet pop sieger #

Pugatcheva, recently released by Melodyya of syong strong sales here. One is "Merror DI The Soul." Melodiva has released an album by Pd singer Anna Gherman, Teaturing a program of Russian songs Recent classical release from Melotica a

five album release "Mariya Yudina Plus Beethoven" For the hist time, Melodina ii releasing a cassette featuring six eumbers b es. Previously all Beatle and Paul and Linda McCartney malerial was released here in albums vs. single tracks, on EPs or fleei-singles VADIM YURCHENBO

Country Express (EMI), which recently on dyed success in Mashville at the Fan Fair and Grand Die Opry, out with new album "Good Old CRS local artists in wifen annear

ding Helsinki record stores Ian Paulsei Cop. a football tournament for Scandinaria record companies played off in Sweden # Franlesy representing Finland to its 15 week more than 150 000 Finns had seen "Si Oarts (Magnet) in Finland for four pgs 4

cluding testival appraiances in Lappajani all Punkasalmi Nile Yli-Yainio, a local penti costal preaches, has emerged as a top selfe recording artist, with total sales of his on-dimons around the 50,000 unit mark The a burns sell at \$3.75, product manufactu distributed by Kirja ja Musikkivaletys, Rode kaliu 10, 60100 SJORI 10 (tel: 964 25069)

Rod Stewart's Single. "Saling," doing grail busie ess again here, mainly due to the U.K. pin-duced television series. "Salinc," out via MV K. Tel Internetional (Finland.) has released its depet views.

K Ist Internetional (Finland) has reliable scend and I hed by pieronized completion.
Rock and Roll Solom: and Coolers like (I) the 1960s. Scander Marcakh has pol logether a
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Billboard SPECIAL SURVEY For Week Ending 8/12/78

Special Survey Hot Latin LPs

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LOS HUMILOES

Presley Sales In Past Year Includes 9 Gold LPs, 2 45s

LOS ANGELES The year fol lowing Elvis Presley's death saw the singer earn nine gold albums (three of which also went platinum! pli twi gold singles Fifteen Presley LPs enwided into the country chart in the past year, while nine of his alburns have made the pop chart, wome of them as many as 15 and 20

It's true the rush of posthumous sales did not include a No. I single on the Hot 100, as was the case w Ons Redding in 1968 ("Dock Of The Bay"). Janis Jophin in 1971 ("Me And Bobby McGee") and Jim Croce in 1973 ("Time In A Bottle")

"Way Down." released two months before Presley died, peaked months before Presiev died, peaked at number 18 on the pop chart. "My Way." released two months after-wards, peaked at 22. "Way Down" did hit No 1 on the country chart. "My Way." made number two on that list Both singles went gold, up-ping Presley's career total of RIAA certified 45s from eight to 10.

In album action, "Moody Blue which was holding at number 24 pop the week Presley died, ultimately peaked at number three Concert," made number five Red

NEW YORK- Up until his death

ast year Elvis Presley had sold more

But this year he will sell more inits for RCA and other companies

than in any one year in the last dec-

ade exclusive of the unprecedented

president field marketing, "after the

sinitial explosion. Since then we've

reception of new complications such

las the sacred LP 'He Walk's Beside Me' and the just released 'Elvis Sings

For Children And Grownups Too

He notes that sales are uniformly

exceptional appeal of the artist in

Japan. Scandinavia and Australia.

lemand continues high for the amden budget line now distrib-ated by Pickwick International and

he television premium packages of-ered by various direct marketing firms

Also, the RCA Music Service disk

and tape club operation under Da-

esponse to offerings of all available

popportunities here at the label

egan to get inquiries from retailers

his August related to Elvis. This en

ouraged our planning for an even

rigger marketing campaign that

Not only did we recognize sale

In addition to sales of the 65 title in RCA itself, Carter reports that

"We had no idea as to what his continuing market would be," re-

ales after his death

than 500 million records and taper

ding. Joplin and Croce also has top 10 albums after their deaths, as did Nat King Cole and Jimi Hendrix

The 'Moody Blue" album was holding at number three on the but then had 10 consecutive weeks at No. I, until it was humped out of the top spot by "Elvis In Concert." which had five weeks at No. 1. Both albums went platinum, as did a holi-day product, "Elvis Sings The Wonderful Songs Of Christmas

In addition to these three plat am LPs, the Presley albums which went gold after his death are "Pure 'Welcome To My World' 1977 album), "From Elvis Presley Boulevard, Memphis, Tennessee" (from 1976), "Elvis A Legendary Performer, Vol. 2" (1976), "Elvis Country" (1971) and "His Hand In Mine" (1961). These certifications hike his car

total of gold albums from 21 to 30. according to the RIAA. All nine of these gold albums re-

turned to the country chart after Presley's death (except "Elvis Country"), as did five other catalog items "The Sun Sessions" (from 1976), "Today" (1975), "Elvis-A Legen-dary Perfurmer, Vol. 1" (1974),



Music Man: Elvis Presley captivates fans during a 1968 concert.

"Elvis As Recorded At Madison Square Garden" (1972) and "How Great Thou Art" [1967] Albums that returned to the por

chart without going country are "Elvis' Worldwide 50 Gold Award Hits Vol. 1" (from 1970), "Elvis" Gold Records, Vol. 3" (1963) and "Elvis' Gold Records, Vol. 1" (1958)

This week "Elvis Sings For Chil-dren And Grownups Too." the latest RCA repackage, debuts on the country album chart at 18 and also climbs to 170 star in its second week on the pop chart

A single from the LP also hits the country listings at 88 star, though it has not yet crossed to pop. The disk is "Puppet On A String," Presley's 1965 top 15 pop hit from RCA's gold standard series, backed with "Leddy Bear," his No I pop, soul and counsmash from 1957.

Also on the country LP chart at number 34 this week is "He Walks Beside Me," a repackage which crested at number six country and 113 pop in June. A single from the set, "Unchained Melody"/"Softly. As I Leave You." also reached num ber six country though it failed to

dent the pop chart All of which makes the enduring action on Presley product signifi-cant, if not as spectacular as it was last fall, when there were at one point 12 Presley albums in the top 30 of the country chart and seven LPs high on the pop chart as well

items, a separate poster for the new

nature, a special dump bin for 150 pieces with a two-sided header card

and Elvis cutout sticking up from the

LP, a 4 by 4 display of the Elvis sig

Labels Turn TV Talents To Records

ager Cecile Barker, is introducing Donny Most from "Happy Days via a single tagged "Here's Some Love with an LP to follow later this

All four companies are exploiting the most obvious asset of their ac quisitions, ready made public recognition, and placing substantial em picture sleeves for the singles and promotional videotapes.

Yet they also claim each artist has genuine talent on record, and are wary of overexploiting the tv con-

"We don't want to bounce out there with 'Here's Wonder Woman singing," says Alan Ostroff, Epic product manager charged with or seeing Carter's releases

Instead, the label is opting for a campaign line which reads "Listen to the woman who created Wonder Woman." As Ostroff observes, Carter has been singing longer than she's been acting, and has co-com-

posed three tunes on the "Portrait" album, including that chosen as her The fact that Lynda's known na tionally through is opens a lot of doors, he continues, but also agrees

that disk-making thespians gener-ally run into credibility problems at radio level

"The rock'n'roll magazines are ohytously not where you go with this type of artist," declares Walter Lee, Capitol vice president of sales, about his label's efforts for Cheryl Ladd

Campaign tagline is "Cheryl Ladd, the recording artist," he says. "We're not plugging her as an Angel, that's another career, but obviously hers is a recognizable face We're working to get as much expo-sure for that face on behalf of the

Capitol's point-of-purchase sup port includes posters of various sizes and floor dumps, all utilizing the LP cover portrait This was carefully cleared with Ladd's management and the producers of "Charlie's An-Spelling-Goldberg, for her

looks have already spawned a com (Continued on page 94)

-EXCLUSIVE OF AFTER-DEATH SURGE-

1978 Presley Sales May Top Any Year In Past 10

evers 100 ordered, with added 60

In addition to the new album, the offering includes the complete cata log and a special prepack of 15 gold singles with four-color picture sleeves. Latter was picked up from the U.K. where it was conceived last car just hefore his death, where it helped six singles hit the U K charts

Exclusive of the new \$5.98 list "Elvis Sings For Children" LP and the \$15.98 list singles prepack (\$17.98 value), the rest of the catalog

day dating, Carter notes.

Additional advertising support availabilities include allowances for tv spots on a regional basis.

An extensive merchandising campaign was generated internally with new pieces to support the singles pack available in its own counter

display plus a poster showing all pic-"Always Elvis" is highlighted in a special catalog poster listing all

Incidental to the label's plans, the ABC Radio Entertainment Network tive of Evlis and his songs, which

will be supported where possible with local RCA crossover merchandising efforts And due on NBC-TV Aug 29 is a three-hour repeat of "The Big Event Memories Of Flyis," introduced by Ann-Margret.

NARM Beefs Up Pursuit product while small dealers who

complete package telling them about NARM and the services we're providing to the industry.

We're inviting them to come to the 18 regional meetings over the next few months. We have also had NARM staff people on the road for the past three weeks going door-to-door trying to get the dealers to come to the meetings. We're now telling them face-to-face what this can

Last year NARM held special meetings just for black dealers to boost their interest in NARM. "Separate meetings for blacks are now

nican to them

We want them to come to the re gionals. I see no reason to segregate skin. I feel that doing this will set us all back about 20 years

Concern continues to mount over the dilemma facing not only small volume black dealers but all small of discussion last week at NARM's Chicago meeting It was generally maintained that

mage volume dealers carry a full line

have problems obtaining certain essential, specialized product are being pushed out.

According to Cohen, NARM is introducing a retail management certification program in January 1979. The program is a five-day course dealing with the basic fundamentals and principles of retail manage-"This will be a moving facility

that will go from city to city over a three to four-month period. We're putting together a textbook for the program which will consist of 15 chapters We're not starting it until January because we haven't com-

"We'll attempt to keep the classes small, about 25:30 people. NARM will spunsor black retailers through scholarships (He points out that the

"We're going to groups like the newly formed Black Music Assn day rather than the day of his death." We're looking at this as another ef-(Continued on page 86)

Presley's Radio Tributes · Continued from page 35

placed nun-stop Presley for three

lays following his death plus a three-hour in-house special, re-peated the process for Presley's birthday, and again held a special Presley weekend for the April/May

We're backing away from the block programs this time "he adds, "mainly because we've already done so much. This time we'll lay back and just pay tribute through his mu-

Storer Broadcasting's national ra-dio programmer Ed Salamon also dwell" on the anniversity of Pres-

Rather we'll tocus on a yearly basis on some kind of commen

At that time, WHN broadcast ex-

its music director to Memphis for more coverage. It also aired the Drake-Chenault special on Presley's hirthday and re-aired the interviews

"Presley is an important artist to cludes "and he will continue to receive consistent airplay here and, more than likely, on most country stations. But we have chosen not to center our attentions now and in the future around the day of his death."

Gomez To Arista LOS ANGELES Former Santa

niez has signed a long-terni co-pub-lishing pact with the Arista Music Puhlishing Group Arista will administer Gomez

Akila Music catalog throughout the world, according to Arista Music

Interworld Music Enjoying Chart Penetration

greatest chart penetration lodate result of recent acquisitions of Magnet Music and RCA's publishing subsidiaries Sunbury and Dunbar Music, plus an individual writer deal with GRT of Canada

Interworld has all of the songs on "Champagne" King, Chris Rea and Prom, and also their big single litts, according to Mike Stewart, prestdent of the year-old firm

King's "Smooth Talk" album on RCA is number 28 star on the pop chart, while her "Shame" single is 19 star, and Rea's "Whatever Happened to Benny Santini" LP on UA enters the chart this week at 95 star while his single "Fool If You Think

It's Over" climbs to 21 star. The King project was acquired in the Sunbury/Dunbar deal earlier this year (Billboard, April 15, 1978)

Acquisitions Yielding Top Album Songs

By PAUL GREIN

while the Rea hit was acquired in a recent, deal with Michael Levy. owner of Magnet Records and pub-

That pact was negotiated in Lon don following the last MIDEM and gives Interworld the US and Cana dian rights to the copyrights of 10 Magnet writers for a minimum of three years. The chief lure was the Rea tape. Gus Dudgeon's first h production since his streak with Elton John, but the deal also includes such acts as the Darts, a hot hand in

Interworld also has rights to all the songs on Prism's "See Forever Fyes" alhum on Ariola, which is number 169 starred this week, and the LP's hit single "Flying," now 72

Back Then/Down Under

Beginning Bee Gees From Pickwick

The Brothers Gibb have paid their dues.

working their way and their words up through the charts in Australia, the

United Kingdom and then the world,

where today they stand as one of the

most powerful forces in contemporary

However, in order to understand the co-

lossal sales strength of today, you must

experience the vitality and unique character of their original Australian

Pickwick Records is proud to announce

the release of four Bee Gees albums

starred The rights, acquired in a deal with GRT of Canada, extend to the U.S and other territories for Prism's first three albums (Inter-world and Armla are related they are both owned by Bertlesmann, the giant German media conglomerate)

Interworld also has rights to "almost all" of the songs on "The Es sential Jimi Hendrix," a Reprise re package which enters the chart at 144 starred this week, as well as one song each on such current chart alhums as "Saturday Night Fever" (RSO), Barry Manilow's "Even Now" (Arista), Natabe Cole's "Nat-abe Live" (Capitol), Jerry Jeff Walker's "Contrary To Ordinary" (MCA) and the Captain and Ten-

nille's "Dream" (A&M)

charter with the Memphis Horns' RCA 45 "Our Love Will Survive"



Mike Stewart: Eighteen months after resigning his post as chairman and president of UA Music, a series of shrewd acquisitions has made In world Music a prime factor in oublishing.

It also has a country chart bit with Jody Miller's Epic ungle "(I Wanna) Love My Life Away" and a soul

cumbersome company in terms of eumbersome company in terms of decision-making. Being an inde-pendent, we don't have to go through a lot of corporate proce-dures to make a deal. While other people may be reporting about it to their corporate fathers, we've already closed the deal." Interworld has also set individual

writer/producer deals with David Courtney, who has produced Roger Daltrey and Leo Sayer, and Theo-dore Life, producer of the hig Evelya Champagne" King hit.

The firm's international open ations are also expanding, as the foreign offices develop wnters and buy catalogs. Interworld owns and oper ates uffices in London and Amsterdam. The English division, which oversees continental operations, consists of a seven-man staff headed by Johnny Velasco, while the Dush office has a four-man staff headed by Charlie Ritton.

Interworld owns but does not admunistrate offices in Sydney and Paris. The same is true for its officer in Mexico City (administered by Emlassa), Sao Paulo and Milan (both run by RCA), Munich (operated by Ufa). Tokyo (administe



We are an international comp developing writers and buying catalogs around the world, not only a the U.S."

Interworld is presently in the midst of a "step deal" acquiring permanent worldwide rights to the copyrights of Brunswick Music, which have been owned by Nat Tarnopol Stewart reports that Tarnopol has some writers under contract. having just re-signed the Chi-Lites. but that the emphasis is on old copy-

the Chi-Lites' "Have You Seen Her and "Oh Girl," plus "Soulful Strut. "Turn Back The Hands Of Time. Love Makes A Woman" and part ownership of "Higher And Higher.

The firm has also acquired Joe Raposo's Jonnico Music which includes such enpyrights as "Sing,"
"Bein' Green," "Ruhber Duckie and "Somebody Come And Play. The deal also gives Interworld pub-



tord to sign artists and keep them on a stipend until they're ready.

lishing on the LP "Sesame Street Fea takeoff by the Muppets on "Saturday Night Fever."

Interworld was founded in July 1977, five months after Stewart resigned as chairman and president of UA Music It made the first of its several acquisitions last September with the Aaron Schroeder group of international publishing firms

by Taiyo Music). Stockholm (run by Stig Anderson) and Barsalona. Spain (staffed by Arabella)

Another area of growth is sound-tracks, with 30 scores now owned by Interworld, representing films by Loriniar, Charles Fries Productions Avco Embassy and Trans-Atlanto Films plus in dependent filmmakers

Among the properties are Lon-nar's "Somebody's Killing The Great Chefs Of Europe," composed by Henry Mancini and "The Fish That Saved Pittsburgh," a "Car Wash" type of film about basketball with a soundtrack written and produced by Thom Bell.

Stewart is also developing new artists, including Price & Walsh, Steve Barri, the WB producer, and Couchois, a group he just sold to WB Interworld is a full-line company, hning up record deals and producing tapes in-house through the Inmusic production company. headed by Eddie Lambert, formerly a partner in Haven Records with his brother Dennis Lambert and Brian

Stewart groomed Couchois for nine months before showing the act to Warner Bros.

from these beginnings — "Tum Around, Look At Me", "Monday's Rain", "Take Hold Of That Star" and "Peace Of Mind". For details, contact your Pickwick Re-

music

matenal

cords Sales Representative or call tollfree 1-800-328-6758 The Bee Gees - Back Then/Down

Under, exclusively on Pickwick.



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'Learnabout' LPs Rate August Promotion NEW YORK Peter Pan Records

is featuring 11 new 79-cent little
"Learnabout" LPs in its August marketing campaign. "De Swan. For Back-To-School

"Learnahout" LPs deal with II basic learning foundations includ-ing numbers, shapes and the alpha-bet. The material is covered through comedy and some



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Billboard Hits Of The World

MOWN OUT—Bity Joel, (CBS 6412) WHITE MAN IN HARMEESANTH PALAS—GUSH (CBS 6383) CARRY ON WATWARD SON—Kensas (Kishner Kiff 8422) LAST DANCE—Deens Surmer (Ceshkanca TGIF 2) DON'T CRY FOR ME ARGENTINA—

IT'S ONLY MAKE BELIEVE-CHIM

(AHA 522) TOOK THE LAST TRAIN-David

2) LAPPING SONG—Shriny Ellis (MCA MCCP 1) YOU RE ALL I MCCO TO GET BY— Johnny Muthis / Denoice Williams (CBS 6483) MAGIC MINO—Earth, Wind & Fire (CBS 6490)

SATURDAY HIGHT FEVER-Various. ANDROXY MIGHT FEVER—Tarasis, RSO 2650 123 (F) 20 GOLDEN GREATEST NITS—The Molles, EM (MTV 11 (F) STREET LEGAL—Bob Dylan (Don Dellao) CES 80087 (C) NICHTFLIGAT TO VERLUS—Boney M (Frank Farlas) Atlantic K 50498

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OU AND I—Rich James (TMG

1110) OISCO INFERNO—Tranvings (Atlantic

K 11135)
FLYING HIGH—Gammodores
(Metown TMG 1111)
SMAME—Evelys "Chempagne" King
(RCA PC 1122)

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IR HONO—*Nideki Sale (RCA)—Griel

ONKAWA SOREG GAMANDERINA!—*Ann
Lews (Victor)—Watanake

LIPSTICK—*Junka Sakurade (Victor)—Sun ITALY

TU-Umberto Texti (CGOMM)

SOTTO IL SEGNO DEI PESCI-Antonello

Ventriti IPhilips/Phenogram)
GENERALE-NATALE-Francesco De Oregen

CETRA-Cetra) NIGHT FEVER-Bae Goos (RSO Phonegram)
LUI'-Alunni Dei Sole (Ricordo) 8 STAYIN' ALIVE-Boo Goes (RSO-

Phonogram)
9 UFO ROBOT—Actorus (Funit / Cetra-Cetra)
10 FOLLOW ME—Amenda Lear (Polydor /

Phonogram)
ONE FOR YOU ONE FOR ME—FLU La
Bionda (Baby Records)
LET'S ALL CHANT—Michael Zager Band

VOLERAI VOLERO'-Epoca (UIM Phonogram)
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(PDU - EMI)

AUSTRALIA

(Single)—Johnly Midhe & Denotes Wilsoms
DARKHESS ON THE EDGE OF TOWN
(LP)—Bruce Springsleen
WARM RIDE (Single)—Caralism Bonnet
PIRAMIO (LP)—Alan Paranes Propert
JACK & JUL, (Single)—Ryglio
JUST OHE MORE NIGHT (Single)—Yellow

THIS LOVE (Siegle)-Bob Marley & The

HOLLAND

YOU'RE THE ONE THAT (WANT-John Travolta and Ofivia Newton- John (RSO) WINDSURFIN -The Surface (CNR) TOO MUCH TOO LITTLE TOO LATE-

(CRS)
4 LET'S ALL CHANT--Michael Zager Band

(Casablanca) DELIVER YOUR CHILOREN-Wings

SATURDAY NIGHT FEVER -- Seundrisch (RSO) HIGHTFLIGHT TO VENUS--- Beney M

(CBS) IME GIRLS—Rolling Stones (Rolling

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SISTEMA GREATS—Surfame (CBS)
STREET LECOL—Bub Dytan (CBS)
SIT PEPPERS LONELY HEARTS CLUB—
SOUNTEX I ISSO)
LET THERE BE ROCK—AC / DC (Warner Bros.) MANTIEK EN MUZIEK... Various Artisti

SPAIN

ANNA - "Miguel Bose (CBS)-- April Music CARA OE GITANA (in Spanish)-- Daniel Magai (Epic (CBS)-- April Music SOLO TU (in Spanish)-- Malia Bazar

Chapter's LVER LADY-David Soul (Capter EMI) Ego Musical AYIN ALIVE-Bae Goes (Polydor)-

Chappell NIGHT FEVER-Bee Goes (Polydor)-Chapped FUE TAN POCO TU CARINO::*Rero

Durcal (Arielo)—Arabella BALLACE POUR ADELINE—Richard Clayderman (Hispares) LPs This Week

1 SATURDAY HIGHT FEVER—Bands Sonore Original (Psylopis)

2 DISCO 0E ONO 0E EPIC VOL. 1- Varios Interpretes (Epic /CDS) HERE AT LAST BEE GEES
LIVE-Box Goss (Polydor)
JOAN MANUEL SERRAT 1.978-*Juan
Manual Serrat (Article)
MGCHT FLIGHT TO VENUS—Boney M

PAZZEO (Meviepley) CIO OURCAL CANTA A JUAN GABRIEL

"Rocio Durcal (Ariola)
MOONFLOWER-Santana (CBS)
EVEN IN THE QUETEST MOMENTS.
Superivamp (AEM: CBS)

(Musert)-Lupita D'Alessie (Orlece) ADIOS AMOR, TE VAS-Juan Gabriel (Anola)

E. NEGRO JOSE—Les Ventureses de la Saisa (Gas)

COLONORINA DE OJOS NEGROS—Res

Tovar (Melody) Juce Hewton (Capital)
DIME ABUELITO-Heid (RCA)
NAILA-La Amistad (Melody)
EN UN BOSQUE DE LA CHINA-G

NEW ZEALAND

RYERS OF BARYLON—Borny IN (WEA)
YOU'RE THE ONE THAT I WANT—John
Travella & Glove Reventing-hole, (HOR)
YOU TOOK THE WOODS RIGHT OUT ON
MY MOUTH—Meal Lost (LES)
FLASHIGHT—Puriament (PHON)
SHADOW DANICHO—Andy Ge (FEST)
TOO MUCH, TOO LITTLE, TOO LATE—
Johnsy Marins and Denices Williams

Various Arbsts
BAT OUT OF HELL—Meatloaf
KAMAHL,—Karnohi
THE SOUNG OF BREAD—Bread
WONDERLAND OF OPERA—Ande

Kestelanetz PYRAMID—The Alan Parsons F CITY TO CITY—Genry Rafferty THE STRANGER—8-By Joel SOUTH AFRICA

9 LITTLE BOY BIG MAN - Joe Dolan (TEAL REC CO.) 10 STAYIN' ALIVE - Bee Gees (TRUTONE)

Bruce Lee Single LONDON-Satril Records he

has released a disco single tribute to Kung Fu hero Bruce Lee, "Drago Power," by the J K.D. Band and featuring Lee's voice just five years al

release of Lee's best-known movie "Enter The Dragon" and a new feature film "Games Of Death" with the last combat clips of the martial

THANK GODITS FRIDAY

Biggest Boom In Britain Since Big Ben!

"Thank God It's Friday, is an exuberantly enjoyable film. Put it this way: It's fun, fun, fun."

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"The decibel level is high, the action comic, the pace frenetic

action comic, the pace frenetic and compelling: Try it."

—LONDON MORNING ST

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DON RECORD MIRROR

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Original motion picture soundtrack available through Casablanca Record and FilmWorks.

Top Album Picks Billboard's

Billboard SPECIAL SURVEY For Week Ending 8/12/78

Number of LPs reviewed this week 30 Lost week 60



NC AND THE SUNSHINE BAND—Who Do Ya (Love), TK 607. Produced by Harry Wayne Casey, Richard Finch. It's been nearly two years since the release of the last KC album. "Part 3," which led to numerous single hits, including two 1 records and a number two. This mix of infectious party rhythms and brassy hore arrange ments while female voices provide a sexy counterpoint to AC's lead vocals. All of the songs are by Casey/Finch except Holland/Dozier/Holland's 1965 Four Tops' hit, "It's The Same Did Song," a mid chart single recently for AC The group's districtive "sunshine sound," which has been hored to seamless studio perfection over the past tew years, should be greeled with instant disco acceptance as well as strong

Best cuts: 'Do You Fee! All Right," "So Glad." "H's The me Did Song." "Who Do Ya Love" Dealers: KC's breakthrough album in 1975 hit number ur, "Part 3" peaked at 13 in 1976 Who Do Ya Love

FRANAIE VALLI ... Is The Word, Warner/Curb BSA 3233.
Produced by Bob Gaudio. Vall's first for Warner/Curb aller a string of LPs on Private Stock includes his smash RSD little crack single from "Grease". The first was written and copro duced by Barry Gibb, who also cownote another tune here.
"Save Me, Save Me." Both songs have the infectious disco-soaked rhythm sound which RSO has mined so successfully is year Horn and string arrangements by Lee Shapiro give the Iracks a shimmering orchestral backdron. The sones in clude fwo which were conritten by Vally and one convitten by reducer Caudio. The most immediately recognizable hook in Valli's adaptable, versatde voice, which shifts here from fal setto applications to lower vocal registers with ease Best cuts: "Grease" "Save Me, Save Me," No Love At Needing You

Dealers: The bile song is a strong candidate for No 1.



"I Need You, You Need Me," "Dance Little Dreamer "
Dealers: This follows similar disco hits sets on Salsoul



LORNA WRIGHT, Gircle Of Love. Backet RXI 12902 (RCA) Produced by Jay Lewis. Wright can claim solid credentials a backup vocalist, but shows that she deserves to be uptront on this Rockel debut. The singer has a strong, full blonded wice which is capable of much On "Love is Forever" and "What's Gonia Happen," the mood is upbeat, the arrange ments exemplary and the musicians (some of California's Iro est) cook On "My Song" and "You Have Me," there's more security and a multi-fextured musical quality which is compelling With latent that occasionally recalls labelmate Kiki Dee, Wright should go lar-and there are certainly sev-eral potential singles in this package to help

Best cuts: 'Cycle Dt Love.' 'Night Music," What's Dealers: Enthused by new links with RCA. Rocket will want

Billboard's Recommended LPs

ONY ORLANDO-Elektra 6E149. Produced by Jerry Wesler, Barry Beckett. Driando's first album without Dawn has him hopscotching from glossy Las Vegas styled MDR to a more basic soulful sound. The LP was recorded in Muscla Shoals dures the Muscle Shoals Horns plus Elta James on two duets. All of the cots here are r&b classics from the early days of rockin'roll. Wester produced the originals on two of the old-ies. Best cuts: "Save The Last Dance For Me". "Don't Let Go." Let The Good Times Rolt, "'A Lover's Question," "Since i Mei You Baby

TALKING HEADS-More Songs About Buildings And Food, Size SRK6058 (WB) Produced by Brian Ene, Talking Heads, Eno's sence is evident throughout this superbly produced col lection of 11 sones that are infused with the group's nervous of rock a roll without the effect of a grating mach Velvet Underground influence is strong also including in congruous pop hooks that provide buoyancy for like some times weighly themes Best cuts: "With Our Love." "Artests

GREG KIHN—Next Of Ainn, Beserbley 1820056 (Janus/GRT). Produced by Matthew King Kaulman. The action is last paced here and frenetic on these eight tracks. With drams and a fric of guitars. Kihn and players Larry Lynch, Steve Wright and Dave Carpender turn in solid power rock material with Kihn's excitable voice fronting. At times the pace is slowed with acoustic guilar standing out Best cuts: "Cold Hard Cash," "Museum" "Story," "Everybody Else"

LIVINGSTON TAYLOR-3 Way Mirror, Epic JE35540. Preduced by Nick DeCaro Joining his brother in the CBS group excats Levenston follows the family form with meltow relax Time contributions from Mike Baird, Lee Ritenser and Kai Winding Strings sweep in sometimes, as in: Southern Kids' and "Train DM The Track while country and tolk influence crop up elsewhere Best cuts! Gonna Have A Good Time "It Come Running" "Frain OH the Track"

RICHARD SUPA-Tall Tales, Polydor PDI6155. Produced by Bill Halverson Supa proves hittself a very capable sing songwiser with a good deal of emphasis on lytic content. material ranges from uptempo melodic pop tunes to slower ballad material. Musically the band is very tight using acous behalf in a strength was a server from the ser

AERIAL - In The Middle DI The Night, Capriol 5W11828 Produced by Aenat, George Semkrer Lovers of the European smoothness of synthesizer rock a ta Yes or Genesis will lind much to easy in these nine cuts. The loan piece group relies beauty on keyboards, purificulted with strong vocal harmony reasting and harmony marking perificials and harmony endedies. Best cuts. Har will be a few of the cuts of the cu DRIGINAL CAST RECORDING-Ain't Misbehavin', RCA CBL22965. Produced by Thomas Z. Shepard. award witning musical based on the life of Fats Waller. The two record package showcases the vocal falents of Armeba McQueen, Nell Carter, Charlaine Woodard, Andre De Shields and Ken Page with instrumental backing from pranists Luther Henderson and Hank Jones, Sheldon Powell on sax, Joe Mar shall on drums, and brass players Arvell Shaw, John Parran, Vegol Jones and Janice Robinson Best cells: "Find Oul What They Life," "Squeeze Me." "The Vipers Drag."

CHAVIN-Jet Lag, CP Records JL 777. Produced by Doud Oride. Charm is short for Chinga Charm, notorious for unleash ing "Country Poin" two years ago: Charm has cleaned up his act this time around with some straight ahead rock. I hough his lysics are more straight from the hip. His voice is not quife equal to the strength of his tunes on some cuts, but he hits the notes, backed with a basic guitar, bass and drum lineup with occasional horn Bourishes. Best cuts: "Taribait," "Bad

soul

DELLS—New Beginnings, ABC AA1100. Produced by Eli Fon-taine, George Cinton, All Perkins, Dells. The vetaran tire man soal group's latest is a max of classy battads and two funi-numbers produced and cownifien by George Clinton of Parliament, Funkadelic and Bootsy's Rubber Band fame. Al Hudson and the Soul Partners also contribute rhythm on a couple numbers. The use of three different producers adds to the aanely and diversity of this set Best cats: "Super Woma" | Wanna Testity, "Cherish." "Drowning For Your Love

SDUL CHILDREN-Open Door Policy, Stax ST41D5 (Fantasy) ed by David Porter, Lester Snell Energetic num performed with gutsy but clear vocals highlight linis LP. Ti no also handles ballads with ease. Instrumentation is both large and small band offering the same basic Memphis sound generaled by Stax some years ago. This group also continues with ifs tradition of letting a story with a song Best cuts: "Stir Up The Booge." "Summer in The Shade." "Believing."

LENNY WILLIAMS-Spark Of Love, ABC AA1073. Produced by Frank E. Wisson, Williams combines an arry, sifky smooth vo cal style with a crisp rhythm section for a spirited soul/jazz sound Multiple drums and congas are used for a fast paced back beat on most of the uptempo material, as are synthesizers, keyboards, and brass. Best cuts: "I Still Reach Dul, "You Go! Me Running," "Changes," "Love Came And Res

LONETTE McKEE-Words And Masic, Warner Bros. BSA3215 Produced by Johnny Pate, Lonette McAee. Her delicate but strong, clear voice is coupled with excellent self penned ma The material here is a miniture of soft blues and torch offered in varied tempos. Instrumentation is easy and gene ally simply structured. Strings are particularly pleasing. Best cuts: "Sometimes," "Blues," "Delayed Reaction," "Come To

disco

THE SALSOUL DRCHESTRA-Greatest Disco Hits, Salsoul SA 8508. Produced by Vinceat Montana Jr. What more said about the necrossive talents contained within the Sal soul Drchestra's ranks? Here are 12 tunes designed to keep the party going each one full of tired and true disco licks tic glides and conga solos that have an all too I ring A perfect party record when the hour's late Best cnts: "Salsoul 3001," "Magic Bird Of Fire," Nice in Nasty," Tangenne" "You're just The Right Size "

VARIDUS ARTISTS-Satarday Night Disco Party, Salso SARSOS. (RCA). Various Producers. This album includes re makes by the Salsoul Orchestra of three Bee Gees hits from makes by the sanous upcressra of more see bees niss from "Saturday Might Fever," in addition to costs by Ropple Fast Choice, Loleatta Holloway, Double Exposere and Charo. The cuts were produced, arranged and conducted by Vincent Mostana Ir. Norman Harras and Feyd Smoth, while the mix ers include disco Dis Jim Burgess, Tom Moulton and Walter Gibbons The sweeping circlestrations keep the rhythm moving Best cubs: "Dr. Love" "Dance A Little Bit Closer"

THE LUV YOU MADLY DECHESTRA, Salsoul SABSD7 (RCA) Produced by Stephen James. It was only a matter of time be fore Dake Ellingtim's material would be adapted to the disco beal, and the protagonists here at least perform with musical tion and the protegorists were at mean genome with missis-tlin and verve. Driving drums, sweeping strings and perky percussion propel the orchestra in numbers tine. "Mood in digo." Take the 'A. Train' and "Sods Fountain Rig." The overall culcome is somewhat predictable—and the Duke's riodies do not always take to the treatment—but d's fun st cuts. "In The Beginning Medley," "Love You Madly," Lountain Sleu Freet

GART CRISS—Rio De Janeiro, Saloul SAE504 (RCA). Produced by Brily Terral. The Laba fruged fille lune—with its shimmer ing strings, farry percussion and beety brass—has been a bug disco favorite these past months, and sets the style and mood for this album. Criss pleasing fence works well on other, sim-far numbers like "Amazon Queen" and a medley of. The Girl from Ipanema" and "Braziliaa Nights," white John Davis' ful arrangements flow melkfluously to back Best cuts. Rio De Janeiro," 'My Rio Lady ' Amazoa Que

CARLANO CARTER IDNES—Crossings, Galaxy GXT5106. Produced by Orrin Acepieers. Three jazz stalwarts get together here for a romp through six likable tunes. Red Garland, whose

"Rad Alert" LP is up on the pazz chart. Ron Carter, one most distinguished at contemporary bassists, and Philip year Jones, long a highly regarded tub man, sell well together will here modern, unprelentious, emmently understandate chamber jazz designs. A marchhonic 11-26 mmute "Love for Sale" is a highlight. Best onto: "But Net For Me," "Otes,"

MDE AOFFMAN—Museum Pieces, Javos IXS7037. Produced by Moe Roffman and Don Thompson. Taped in Toronto, the Canuck flutist flits through eight new and unknown shelches said to be inspired by the Royal Ontario I a shilled sologs, on the level of Laws and Mann wet enormous accompanying orchestra is perhaps less effective than a smaller, looser group might prove to be for Moe's tal-onts Oddity Jack Batten is credited for liner notes. But beer are none. Best cuts: "Museum Piece," "Dimosauras," "Wid-

KENHY BARRON-Innocence, Wolf 1203. Produced by Icel Dom. Barron plays a potful of plano. He concerves the charts. Dom. Barron plays a porturing pulsar And he composed four of the five selections offered in the retreshingly simple LP m which two different small combination Pulsary and adjust of description of description of the pulsary and the pul provide tasteful backup. But annotation is desperable needed to affract attention to a virtual unknown whose my needed to attract attended to be future on why! Shorter tracks also would be advantageous—the briefest beir nem 7.21 minutes Best cuts: "Nothing To Fear."

TOWMY FLANAGAN-Something Borrowed, Something Blue, Galaxy GXY5110. Produced by Ed Michel, Well again after a long iffness, tha wenerable prants! offers seven tracks bac by Irm Smith's drums and Aefer Belts on bass. It's a pleat recital as Flanagan alternates on acoustic and elect boards, tunes are from the books of Dameron, Basis Monk and Gillespie High," "Good Bart" spie First rate pianistics. Best cuts:

SDNNY FORTUNE—Infinity is, Atlantic SD19187. Product by Sonny Fortane and Raymond Sava. Like everyone in these days, Fortune surrounds himself with synthesiam electric manos and monderous percussion. His program of prises seven tracks, all but one of which he comp buse's a skilled soprano and alto man doubling flute while there are illuminating moments, stronger songs more distinctive rostrumentation are necessary for Somi chart fortunes to improve Best cuts: "This Side Of I

BLUE MITCHELL-Summer Soft, Impulse UA9347 (ABC). Pro duced by Esmond Edwards. Mitchell's trumpel has mocases if well, aided by solid Phil Wright charts. There are the trumpet and fluxelhorn and neat tenor say con rold Land Musically, Blue can do better Best cuts: "A Day At The Mint KENNY BURRELL-Stormy Monday, Fantasy F9558. Pro-

by Kenny Burrell. Kenny is a more subtle guidarist than we others. Here, with a quartet as backup, Burrell offers a summer of the subtle of the summer of th what skimpy menn of six selections but his delicate artis-ptamly evident. He was taped four years ago in Berkeley. cuts: "Why Did I Choose You." "I Gol II Bad WILLIS JACKSON-Bar Wars, Muse MR192. Produced by I

concessions to transient confemporary frends, with Pat M tino, Charles Earland, Buddy Cladwell and Idris Michham lending strong backup. Neither side runs. 20 minutes Jackson has a moving applaudable album here despite briefness. Best cuts: "The Breezn And I." "Blae And Se

WALT BARR—First Visit, Muse MRS172. Produced by Ma Barr and Jay Assiler. A 24 year old Philadelphian who no resides in Los Angeles. Barr is a guitarest who in his debu here performs mee facaks. Underganately, all are his ow accomplished as a soloist and his backup with Roy Brav man's prano is pleasing, if modest Best cuts: Preludi

MORGANA AING-Stretchin' Out, Muse MR 5166. Produced by Helen Keane. King's been around a long time and at lon last she has an LP which could make a stir in the market place Eight songs have a five-man backing with Joe Pump guitar, King catches the ear with her deeply felt prelations ranging from 3D's to 7D's reper McCracken's cello gives her program a classy feet Best ceb
"I m Glad There Is You," "Them There Eyes." HMMY MADISON-Bumps On A Smooth Surface, A

ADSOV, Produced by Jimmy Madison, Judith Chase Brish man, Judicious is the word for this young Cincinnati drumme who has been seen as the second of the second control of the second of who has toiled with a half dozen name combos in recen years in this, his first LP as a leader, you won't hear a lot? lengthy lab soles on the six musical fracks Instead Madient offers straight ahead, anderstandable jazz with six capable sidemen assisting Besl cuts: "Turkish Taffey," "Sunny And

(Continued on page 82)

Spetight—the most outstandage energy product of the week's release and that with the greatest patients for they of the clart placement, public precise for the top that of the clart placement, public precise for the top that of the clark on the opening and the clark or the great of the createst, or defend a process quality places, and as the present of the createst, or defend a process quality places and the present of the createst of the clark process and the clark of the contract of the clark process of the clark places and the waters, the precise Ex. F. At Monta, Sufficient Acade, but the Delt Moster, the McColleagh, Pard Green, Adam Police and Exp. (2015 Sep. 5).

Soul

GLADYS KNIGHT & THE PIPS-The One And Only, Buddah producers sevolved here on different cuts, this album is cosistent in "feel" and quality-thanks largely to the fine per mances by Knight and her cohorts, and to seperior song The lafter range from melodic and soutful ballads like "But-terfly." "All The Time" and the movia soundtrack title June to upbeat affairs such as "Come Back And Finish Whal You Started," Be Youself" and the combo's latest 45, "It's A Better Than Good Time." Instrumentation is alternately full and flowing discoursip and economic, but always effective

Highspot of the set is the dramatic and porgnant "What If I Should Ever Need You," a classic Knight outing Best cuts: "It's A Better Thaa Good Time." "What It I "Sorry Doesn't Always Make If

The One And Only Dealers: Knight is a regular visitor to the charts, and her tans can be sure of high quality repertoire



another strong outing from this popular European entity fea-turing Jimmy Goings. There are seven tracks—all thematically fied to the concept of beauty. As in previous LPs there are powerful and throbbing disco music hooks with lots of last interplay between bass and drums. But there is also the classical guidar times the group has been identified with which embellish the tracks distinctively. Vocals and chorus also ring

Best cuts: "The Wages Of Sin (part 1)" Danse de la Beaute (part 1)," "Daly Beauty Survives" "Leaning The Game (epilog)-Heyl Joe" Dealers: Last Iwo albums have done well pro and itisco

CAFE CREME—Discontains, ISO IRS3035 Produced by lay Ley. The tambanty of 88 Beatles Junes combines with the unsyellong reliability of the disco beat in this size cut pro-diction. There selections are 3,74 and 79 Liverpullium compositions in medicus of roughly 10.9 and 12 annute. duration divided into moods of disco, rock or slow tempor Arrangements are fully orchestrated and cleverly con structed, such as in some instances only esting a terminis gui-tar lick ("Day Tupper") to link two times of "Hey finde, with far heli ("Day Tripper") to link two tines of ten from "Get Rack.

Dealers: Play this and palrons will be dancing in the

WARIDUS ARTISTS—Steppin' Dul Disco's Greatest Hits Polydor PD29007 Erecutive producer Rick Stevens III in



with his new release FEELIN' GOOD on liberty records

Our Special Thanks to Stewart Taylor and Everyone at the Enactron Truck For the Great Sound of "eelin Good" PUBLISHED THROUGH ATV MUSIC GROUP

DISTRIBUTED BY NATIONWIDE SOUND NASHVILLE, TENNESSEE

writers J Lennon P McCarlney, publisher Maclen BM RSO RS907 Robin Glob goes solo on this Tune from the "Sgt Pepper" soundtrack and takes advantage of it by showcasing his wide vocal range. The ballad is given a pazzier arrange ment than the criginal, yet still remaining frue to the Beatle

BOB SEGER & The Säver Bullet Band—Hollywood Nights (3:15); producers Bob Seger, Punch, writer Bob Seger, pub-lisher Gear ASCAP Capitol P4618. Unbike Seger's more laid back "Still The Sattle" from the "Stranger In Town" LP. This second single is a gut crunching rocker with all the stops pulled out. It is the story of a Midwestern boy and a Hollywood. ly with Seger's gruff voice absolutely d

GERRY RAFFERTY-Right Down The Line (4:17); producer Hugh Murphy, Gerry Rafferty, writer G. Rafferty, publisher the Hudson Ray RMI, Horted Adusts (IAX17337) Do the breis of "Baker Street" this second time from "Gity To City" is an engagingly hypnolic light socker. The melodies swit and Raf feety's any vocal has that continued pleasing quality.

CAPLY SIMON & JAMES TAYLDR-Devoted To You (2:29). producer And Mardin writer Boudleaux Bryant, publisher House of Bryant BMI Elektra E45506A Carly and James duet on this acoustic love ballad that features Carly's Huid vocals playing off Taylor's distinctive harmony. The song is an an

AEROSMITH—Come Together (3:45); producers Jack Bouglas, George Martin, writers J Lennon, P McCartney publisher Maclen BMI Columbia 310802. One of the strong est cuts on the Sgt Pepper" soundtrack Aerosmith sticks pretty much to the Beatle original Steven Tyler's lead vocal is acked by the band's high powered insti

SHAUN CASSIOT—Our Nighl (3:AD); producer Michael Loyd unters Bruca Roberts, Carale Bayer Sager publishers Unichappel/Depona Melodes/Fedora BMI Warne Cush MesS6854. The first single from Cassidy's new allow moves him away from his previous bumblegummish sound to a more mature contemporary base. Bached with a rocking rhythm sertion and multiple hooks, Cassidy's flexible vocals shift

gears from a high powered delivery to a semi falseth BOB DYLAN-Baby Stop Crying (4:17); producer Don Oe Vito writer B. Dylan, publisher. Sperial Rider ASCAP, Columbia 310805. This soulish midtempo ballad is highlighted by a female chorus which plays in eaching counterpoint to Dylan's raspy vocal. The strong drum and guitar backing rises and

BRUCE SPRINGSTEEN—Badlands (4:01); producer Jon Landau Bruce Springsteen, wilder B Springsteen pub-lisher Bruce Springsteen ASCAP Columbia 310801. The sec ond single from Springsteen's "Darkness At The Edge Of Town" LP, is an aggressive rocker with a catchy melody line and solid, dense instrumentation featuring Clarence Clem

THE ALAN PARSONS PROJECT—What Goes Up (3:39); pro-ducer. Alan Parsons, writers. E. Woollson, A. Parson, pub-lisher: Woolfsongs/Careers/Irving. BMI. Ansta. ASO3S2. A. steady, atmost hypholic backbeal pales this song which also features an any vocal and chorus. Piercing guitar lines are punctuated throughout as is liashly horiwork.

recommended VAN HALEN-Jame's Cryon' (3:30); producer Ted Temple

man writers Edward Van Halen Alex Van Halen, Michael An Bhony David Lee Roth, publisher Van Halen ASCAP Warner RAM JAM - Pretty Poison (3:30); producer Kasenelz Katz.

writers J Strange, T Love publishers Oream Seven/Adbre dar ASCAP Epic 850587 AC/DC-Rock WRoll Damnation (2:57); producer Vand

young writers Young Young Scott, publisher Edward B Marks BMI Atlantic 3499

AERIAL—Easy Love (3:15); producers. Aerial. George Seminiv., weiter. Gary. O'Connor. publisher. Mark Cain. ASCAP. Capitol. P4617 KERRY CHAIER-Am'l Nothin' For A Heartache (3.20); pm

ducer Steve Barn, writers K. Chater Baron Longfellow pub-lishers. Unichappell/Joachim BMI Warner Bros. WBS8645 GARY APPLE-Shoot 'Em Up Cowboy (2:58); producers Gary noppe Richard Gordon Fred Foster, winter Gary Apple pub-lisher Combine BMI Michameni 45261



recommended

PLATINUM HODK—Hooked For Life (3:30); producer Greg Wright, writer R Douglas, publisher Jobele Commodores Entertainment ASCAP Motown M1447F

SHOTGUN-Love Attach (3:45); producers Stuart Alan Love David Chackler Shotgun, writers. A Casey T Steets, W Tallbert publishers. ABC:/Ourshill-Goblet/Funk.Rock.BMI ABC

TED TAYLOR-Reepin' My Haad Above Water (3:17); pro ducer Pardo lones winters Lu Janis Chris Sciamolta, pullishers Clandalee/Ledaclan ASCAP BMI-MCA MCA40937 WINNERS-Get Ready For The Future (3:441; producers Free Frank Steve Tyrell, writer M Radice publisher Desert Rain ASCAP Ariola 7715



UNINE PARCUL—Anomal Gooding (1530), producer Stan Sheer, waters, Bazny Manni, Cyntha Well, Scott English, pub-ishers, ATV, Mann & Weil Songs, Inc.: Frascotti. BMI. Warner Boos WBS8633. Pulled from the "Dark Eyed Lady." LP, Fargu dalvers: a warm and sensitive Bullad that lettle of a heart ready for love but leavy of trying for another goodbye. Produc from is nich and orchestrated with highlighting plano aco guitas, electric guitas and strings

BONNIE TYLER-H I Sing You A Love Sung (3:35); produit ers David Mackay Ronnie Scott Steve Wolfe, writers Ronnie Scott Steve Wolfe, publisher Mam ASCAP RCA IH11349 Eslablishing herself on both the country and pop charts with "It's A Heartache" Tyler's followup is another well suited et fort for her raspy delivery. Guitars and strings set the back ground for this love ballad with accentuating orchestration

BELLAMY BROTHERS-Wild Huney (2:44); producer Mil chael Lloyd, writer Howard Bellamy, publisher Farnous, ASCAP Wainer Bros WBS8627 Sax a horiby lonk piano feel and guitars with heavy bass lines capture the mood for this migliering fellowing to "Sloppi" Away." Vocals are clear and strong while production focuses on background instrumental

recommended

REBA McENTIRE—Last Night, Evry Night (2:59); producer lerry kennedy: writers: Bob Morrison/Irm Zerface-Bill Zer lace publishers: Combine, BMI Music City, ASCAP: Mercury 55036

EODY RANEN-You'va A Dancer (3:18); producer Fred Fos-ler wider Eddy Raven, publishes Millerie ASCAP Minio ment 45260

ODN BOWMAN-Willen And Waylee (2:54); producer Don Bowman, writers O. Bowman-B Grahamn/B Walker, pub-lisher Parody BM1 Lone Star 701



Df My Baby What's A Guf To Do (3:43); producer Bob Esty publishers Screen Gems EMI BMI Primus Artists Diga Rick's BMI Casablanca NB937D) Perfect coordination. ing and light harmony highlight this disk. Both vocalists are spatighted without breaking into the mocd set by each in strumentation is saucy but well in the background while background singers are totally complementing

recommended

THE RITCHIE FAMILY-American Generation (3:03); pro ducer facques Mirali, winters: J. Morab. II. Belolo, P. Hur publisher. Carrl Slop BM1. Marko. 3323 (T.K.)

MUSIQUE—Swimmer Love (4:20), produces. Patrick Adams. writers. P. Adams. C. Wilshire. publisher. PAP:/Leeds/Phyl. mar.ASCAP. Psylade. PRI 21:109.

70205 First Time Around BOB McGILPIN-When You Feel Love (3 04); produced

Nomine B Attier within 8th McGlpin John McGlpin John McGlpin John McGlpin 2e nees in on the Lop 40 market with this engaging book loden

Billboard's Recommended LPs

CARMEN LEGGIO QUARTET-Tarrytown Tener, Famous Door HL12S. Produced by Harry Lim. The leader doubles also and tenor saxes. His accompaniment includes Butch Miles out of the Base-band on drums, Milt Hinton bass, and John Bunch. piano The toursome, delightfully compatible, serves up eight fundy exercises, each swings and Leggio blows beaufilully This is clean modern jazz unburdened by synthesizers and other alectronic crutches Best cuts: "It's The Talk Df The Town," 'September Song

classical

DEBUSSY. PRELUDES FOR PIAND-Paul Jacobs, Nonesuch MB73031. Perhaps the most exquisite set of mood pictures in all of the keyboard literature are these 24 images drawn from painting poetry, mythology and ultimately from Debussy's own subjective world. Taken as a series, the Pieludes are of ersal constitutes a major phonographic achievement. His playing is flaviess and the artist probes deep brocath the surface of each striking piece. Custo about Nonesuch's noiseless pressings and new plastic-lined STRAVINSAY: PULCINELLA SUITE, SCHERZO FANTASTIN SYMPHONIES FOR WIND INSTRUMENTS—Boulez, R.V. harmonic, Columbia M3S10S. Several sides of the great happest interpretine and some focus. The Patienella Sun an enchanting group of dance selections, delights with an baroque human, while Schero Fantantique, a romantic tusso piece, recalls pages from "Firebird" Symptones to

SCHUBERT: OCTET—Academy of St. Martin-in-the-Fields Chambes Ensemble, Philips 9500400. Pontopal wird and string players of the renowned British chambes orchestra make their debut as 5 sub ensemble in this singing, graceful version of a chamber music masterpiece. The Academy name is connected with the highest levels of technical bri hance and interpretive sagacity today, and this well-east neered effort grom ses to be a layor te disk for years to com-

MARAIS: "LA SONNERIE" ("THE CARILLON")-Murich Pr Arta Orchestra, Rudel, Arion PLEO44, distributed by Pater International. Solo flute and violin are given promining several barcque orchestral movements, most in a paste vein. The title selection, a piece with novelty appeal is series of variations over a basso ostmato figure that sugges the ringing of a cavillon. A resemblance is borna to the pa lar Pachelbel." Canon " which also is mounted in this on

New Companies

Graphically Speaking, a cor specializing in picture disks, album covers, posters and related graphics, launched by John Rewind, Funky Paul Oben and Tom Strange. Ad dresses: 40 Strawherry Circle, Mill Valley, Calif. 94941, (415) 472-3745 and 1823 N Dillon, Los Angeles 90026, (213) 666-6677

Music & Video Merchandisers, Inc., formed by John Langlois, a 15 year rackjobber veteran in the outheastern market who previously served as national account executive and general manager for ABC Rec-ords and Tape Sales, Atlanta. New company will provide record and tape service to discount stores, de partment stores and other retail outlets in the Southeastern states. Address. 1424 Kelton Drive, Stone Mountain, Ga 30083, (404) 296-1440

National Record Centers, Inc. ormed by Roman Niedzwiedz. Larry Pross and Leszek Zielinski to distribute LPs through a network of independent dealers. Address: 127 Gaither Drive, Suite E. Moorestown, N.J. 08054, (609) 261-2963. . . .

Jon Rosenian Productions, which makes film and video promotions launched as a division of Jon Roseman International Ltd. The produc tion firm is headed by Paul Hattery executive vice president. Address 1541 No. Vine St., Suite 225, Los Angeles 90028, (213) 464-7188

Burl Hechtman Management launched by the industry veteran who headed the international book ing department at William Morris and most recently was an executive with BNB Management Address 5502 Tampa Blvd, Tarzana, Calif. 91356, (213) 987-1031

Penumbra Records formed by Howard Leder, president, with first Voodoo Machine Orchestra, 12 piece Haitian disco group. The inde-

pendently distributed label has also signed Brooksstream, and will soo issue repertoire from the Winiker Swing Orchestra, jazz combo Me dium Rare and classical prantst Joshua Pierce. Shadow Publishing is a Penumbra subsidiary. Address. 215 Middle Neck Road, Great Neck, N Y (212) 794-1417.

Thunder Productions Ltd., formed by Mark Perthel and Dave Smiley as a booking agency, management company and promotion Smiley is associated with WHBG in Harrisonburg, Va. and Thunder's base is there. Other offices are in Chevy Chase, Md., Franconia and Danville, Va Address: 1307 Devon Lane, Harrisonburg, Va 22801,

George Brown Management launched by the former vice president and general manager of Lifesong Records First client is John Palumbo, founder and lead singer of Crack The Sky Address: 37 Riv-erside Dr., New York 10023, [212]

Live Rentals Inc., formed by production manager and lighting designer Paul Brin to provide musical equipment rental and cartage services, Address, 1920 N. Lincoln, Chicago 60614, (312) 944-7737

Audio-Metries Laboratories Inc., founded by the former vice president and general manager of the CBS Technology Center, Benjamin B Bauer, upon his retirement. Firm will be devoted to engineering and consulting services. Address: 92 Red Fox Rd., Stamford, Conn. 06903, 12031 322-8953.

M&W Productions established by Withams and Douglas McIntosh. Firm is engaged in tion of records for dances and par-tics. Address 2217 No. 51st St. Philadelphia 19131.



During the last ten years Kenny Rogers has made a lot of gold. This year, it all turned platinum. "Ten Years Of Gold." A platinum album from Kenny Rogers.

On the New United Artists Records.

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YES—please send me information on exhibiting at the Talent Forum Immediately!

BILLBOARD'S INTERNATIONAL TALENT FORUM IV September 6-9, 1978/CENTURY PLAZA HOTEL/Los Angeles

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Los Angeles

Hal Ray, Head, Music Division William Morris Agency, Los Angeles Jim Rissmiller Wolf & Rissmiller, Los Angeles

Claire Rothman The Forum, Los Angeles

Paul Wasserman

Paul Wasserman and Associates ... more to be announced

Talent Forum Agend

WEDNESDAY, SEPTEMBER 6

10am-pm Registration 12pm-6pm Training Seminars **Booking Agents** 12pm -1:30pm 1:30pm-3pm Management

3pm-3:15pm

3:15pm-4:45pm

Public Relations/Artist Relations

4:45pm-6pm Promoters Evening Entertainment

THURSDAY, SEPTEMBER 7

10am-11am Keynote Speaker Coffee Break 11-11:15am

"To What Extent Will the Labels Go to 11:15~1pm Support Their Artists?

1pm-2:30pm Luncheon

2pm-3:30pm Free Time to Visit Exhibits 3:30pm-4:45pm Concurrent Sessions

(1) "NEW WAVE "THE GAMBLING CITIES—VEGAS/ ATLANTIC CITY/RENO"

Are Pop & Soul Making an Impact in Pavillions? What is the Fate of MOR-Is It Holding

its Own?

4:45pm-6pm Concurrent Sessions

(1) "THE RADIO/CONCERT TIE-IN" How Does it Work? Is it Continuing? What is Involved?

(2) "RECORD COMPANY OPENING-NIGHT INVITATIONAL POLICY

Promoters/Bookers/Label-Who Gets the Best?

Entertainment Evening

FRIDAY, SEPTEMBER 8

10am-11:15am "CREATIVE OPPORTUNITIES IN VIDEO" Is it a Big Profit Area for the Future?

Videocassettes for Home Use/Pay Cable/ Syndicated TV/Staging

11:15-11:30am Coffee Break

11:30am-12:45pm "ADVANCED TECHNIQUES

IN PROMOTION

How to Counter-Promote Your Concert

Against an Evening with Major Competition

12:45pm-2pm 2pm-3:30pm

Free Time to Visit Exhibits 3:30pm -5pm Concurrent Sessions

(1) "THE COLLEGE MARKET" "ADVANCED TECHNIQUES IN PERSONAL MANAGEMENT"

Concurrent Sessions 5pm-6:15pm

(1) "CROSSOVER MUSIC-R&B/JAZZ-How Do You Promote It to Radio, In-Store, in Print Media, Advertising?"

(2) "TOURING OVERSEAS"

New Methods of Artist Payments. Old Problems

Evening

11am-12:15pm

6pm-8pm

Entertainment SATURDAY, SEPTEMBER 9

"ADVANCED TECHNIQUES IN BOOKING" 9:30-10:45 am

10:45-11am Coffee Break Concurrent Sessions

"CONCERT SECURITY/FACILITIES

(2) "MERCHANDISING"

12:45pm-2:00pm Concurrent Sessions

(1) "A BETTER WAY FOR ARTIST RELATIONS & PUBLICITY AGENTS TO SERVE ARTISTS'

(2) "CHARITY CONCERTS" Awards Banquet in Ballroom

Free Time for Visiting Exhibits 2pm~5pm

Entertainment 8pm

RCA INSTIGATES TITANIC EXPLOITATION

It's Dolly, Dolly Everywhere

PAT NELSON

NASHVILLE With the release of Doily Parton's "Hearthreaker" also hum and single. RCA Records also unstagged a promotional campaign highlighted with satin short give aways video footage in major retail outlets, a billibard on Loc Angels' Sunset Strip and a special People'. Concert and press conference on the steps of New York City, Hall Aug.

Because of the ahnormal promotional concentration, Boh Summer, president of the label, says that "over the next 90 days, if you're a record hayer, you will be aware of Dolly

Red, sellow and hine satin shorts, with "Dolly," and the alhum title printed across the leg, are heing used as radio station and record store

Video footage of Paiton performing "Hearthreaker" and possibly a couple of other cuts off the album tail outlets to be used in conjunction with other point of purchase male-

Those materials include fourcolor mounted and unmounted 4x4 feet story hourds of the album cover art, three-piece mobiles, 24x24 inch posters of the album cover, and 24x12 inch mini standays which are hasseally a cutout of the center

spread shot on the album
A custom built hillhoard has been
creeted on Sunset Strip and until
Aug 30 will be flashing "Dolly" in
neon lights along with the album

cover design.

With all promotional efforts focusing on major and secondary markets, radio time buys for both the alhum and single will be heard on popadult, country and Top 40 stations

keyed to Parton's tour dates.

Print media campaigns will include ads in consumer and trade

papers, general interest and music

Promotional copies of the single were shipped on red vinyl with red labels and RCA notes that these, along with other colored disks that they have shipped on such arrists as Waylon Jennings and Ronnie Milsap are becoming collectors' items

sip are becoming collectors' items. To instill platinum in everyone's mind concerning the newest Parton album release. RCA has printed "here comes platinum Dolly again" across the top of all album order forms.

The city of New York is constructing a stage on the steps of City Hall for the Aug. 22 afternoon concert that will be free to the public. There are approximately 8,000 persons in that immediate area and RCA officials say that "whoever is around" will comprise the audience.

Parton will add even more human interest to the idea by answering questions from the audience.



PLATINUM ROGERS—Kenny Rogers receives a platinum record for his "Te Years Of Gold" album from David Soul and Ed McMahon while hosting th "Tonight Show."

Newley Wants Nose Stopped On 'World'

NEW YORK. Anthony Newley.

"Stop The World, I Want To Get
Off." last week commenced lingation in federal court here against the
Nose Theatrical Corp. and Joe Nederlander, named as its principal,
over allegedly, unauthorized per-

The surt claims that "any rights of Nose in connection with the play ceased and terminated and reverted to Newley on or about July 29.

1978," and the defendants therefore have no rights to use the material Newley demands damages of at least \$200,000 injunctions/costs and attorneys' fees, the return of all skipls, and a declaration that the defendants have no rights in the simple.

Black Drive

Continued from page 75
fort on the part of NARM to upguade the management and talent of the small volume dealers."

NARM paid the respectation for

NARM Ups

NARM paid the registration fees for 20 black retailers to its convention last year "We'll do the same for next year's convention. We are also hopeful that we will get industry support to do thy." says Cohen.

One of the problems which surfaced last year concerning certain dealers becoming NARM member was the problem for some

"If they cannot afford it, we're may position to make available to their the same services offered to us members until such time as they as afford it. In cases where the person cannot afford the membership of NARM, we will deal with them of an individual basis."

Bar Coding Study Ordered By NARM

• Continued from page 3

hen "Fortwo years we've heen having meetings hut we haven't done anything about it." The association director explained last week following a meeting of the NARM har cod-

ing committee
Cohen said the association's optimism about the subject, stimulated when WEA and CBS announced that they would apply for har coding numbers, had been dissipated in the

numbers, had been dissipated in the late spring "Applying for a number is one thing and taking steps toward implementation is another," Cohen

charged
At a meeting with retailers here in
May, the executive realized too that

vtill to he done "I realized at that time that there

was some lack of complete knowledge, so I vaid let's take a step hackward and do it in a professional

Boston Associates, a consulting group specializing in data processing systems, will prepare the report. Cohen reveals. The company is one of four firms interviewed by the bar cading committee in its meeting here. Aug. Land Cohen.

coding committee in its meeting here Aug. I, said Cohen The manual will "educate the merchandiser to the various applications available to his company," the

Applications of the coding system

director states

and their eosts will be detailed for all levels of the industry. Cohen says merchandisers will be able to select those uses feasible for their operations.

Data for use in creating the manual wto he gathered reportedly from interviews with WFA, CBS and with a cross-section of NARM members

Lou Kwiker of Music Stop is chairman of the bar-coding committee Other committee members are Dave Crockett, Father's & Sun's, Rus Bach, WFA, Lee Hartstone, Integrity Entertainment Corp. Paul Smith, CBS, Art Whitmore, Polydor and John Cohen, Die Berocket.



Trutone Records

163 Terrace St. Haworth, NJ 07641 201-385-0940

TO TO TO THE TOTAL PROPERTY OF THE TOTAL PRO

MAD MIKE'S MASTERING

T rutone

Warner Bros. BSK3135. Produced by Freddie Piro, Ambrosia.

Ambrosia is a group that has been hortchanged in terms of commercal acceptance. Its first two alhums on 20th Century-Fox, "Ambrosia" and "Somewhere I've Never Travded" were both critically acclaimed with the first producing two major hits in "Holdin" On To Yesterday" and "Nice. Nice. Very Nice."

duction with nimble guitar picking and hearty lead vocals by Pack. The tune continuously huilds to its rocking climax as the vigorous instrumentation builds with the vocals.

'Art Beware" is the album's short est song but nevertheless the most concise in terms of lyrics as it deals with creative doldrums and the ruts creative persons often find them-selves in Puerta's lyrics sum it up

pat thing! Sad thing is all you'll have!

me sure thing/Sure thing but it's

"Apothecary" is one of the jazzier

ng lead vocals. The song is a per

fect example of Ambrosia's flair for

cist becomes the central figure in this

words as the apothecary or pharma

"Late again for chemistry class

You were up in the lob with your chemical head in a flask/The truth is

though/Your mind is a mess/You've taken o dose! Now you're in o como

tose in Pandora's chest Apothe cory, oh pleose where's the antidor

"If Heaven Could Find Me" is a

spirited highly melodic adventure

paced by Puerta's vocals, Joe

Sample on piano and a riveting up-

beat arrangement
"Angola" is a sprite song that in-jects some comic relief. Puerta and

Pack recount how people in the U.S.

are upset over the depression when

in Angola they'd he living like kings

"with only one to ond two slightly used

ears "It is the most political of Am-

brosia's material and despite the hu

morous angle to it, it remains a star-

tling if not sympathetic tale.
"Dancin' By Myself" is a song of

love lost and its ensuing loneliness.

The exceptional vocals and melody

You Were" both reinforce Am

brosia's ability to mix melody with a

sophisticated instrumental balance.

The final track, "Camarillo," is a

Heart To Heart" and "Not As

songs on the album with Puerta han-



old hat

But its second effort, produced by Alan Parsons, for all its musical vir uosity, flair for melody and com alex progressive orchestrations, got ost in the shuffle and never

schieved the success it deserved Warners, the band is now in its best sosition to make noise in both AOR

and Top 40 circles and take its place imong contemporary rock's best On this album, Ambrosia has named its members from four to hree with Joe Puerta handling bass

nd lead vocals, David Pack, lead ocals and guitar, and Burleigh brummond on drums and percusion Former member Christopher forth sits in on piano and organ on few cuts. Crusader Joe Sample

ontributes piano on two cuts while ession players fill in the sax and What separates Ambrosia from its

eers is its ability to play sophis ical, iazz, r&b and mainstream rock extures without sacrificing its in-ense melodic base. And while they lo have a distinct Southern Califor iia sound (they're from the Los An eles area) it is not a forced one, nor

What other hand can claim the listinction of playing with Zubin dehta and the L.A. Philharmonic as well as Leonard Bernstein? In an album of numerous stand-

uts, "How Much I Feel" surfaces as he classic track Pack's fluid lend ocal sincerely conveys the ballad's ottom line emotion of love with all he verve one could drain from it he song, with its soulful delive nd arrangement, is further supple nented by clean, tight harmonies

nd Jimmic Haskell's and Pack's Ambrosia has (again) proved that tring arrangements. The title cut is a kickass rock probeyond L A

highlight.

chilling (lyrically and instrumen-tally) tale of impending madness heightened by haunting orches-EDHARRISON

ickwick's Deal Irks L.A. Chains

Continued from page 4

ing points within 48 hours. I can or-crindependent releases in an emer-ency from local oneores in the area but not for the long

Solomon terms Pickwick's retail "adversarial competition ike Heiman he holds Pickwick excutives like Jack Bernstein in high gard. He points out that Pickwick ompany-owned retail stores and icked accounts compete directly onth Tower for consumer dollars, ackwick's vertical distributorship enables it to buy more favorably Sofomon contends "It's a dilemma It's up to the labels to determine where we'll buy."

Ben Bartel, executive vice president of Integrity Entertainment, parent of the Wherehouse, Big Ben's and Hits-For-All chain, withheld nent on the situation. Lou Fogelman of Music Plus here says he would continue buying his ir pendent labels from Pickwick. Bob ollifson of Record Factory says his Bay Area chain still is pondering what action to take

MGR., GROUP TAKE ACTION

Mogull, ELO Deal Surfaces In Suits

LOS ANGELES The dealings between Artic Mogull, president of United Artists Records when it was a wing of TransAmerica Corp., and representatives of the Electric Light Orchestra, who were a UA-distributed act until a recent switch to CBS, are being aired in two separate Superior Court litigations he

In the first suit, Don Arden, ELO manager, is suing Mogull and John Does to recover \$76,000 allegedly owed by Mogull over the last year In the second suit, Jet Records, Jet Holdings, Remufi, A.G., and ELO members Jeff Lynne and Bev Bevan ask judgments up to \$90 million They charge conversion, specific re covery of product, unfair competition, contract breach, fraud and interference with contract relations and with prospective economic ad

The complaint charges the litt-gants pacted May 5, 1978, for UA to sell Jet all its record and tape inven tory, but that Moguli and Jerry Rubinstein, defendants along with United Artists Music and Record Group, United Artists Corp., and TransAmerica Corp. removed from inventory and converted to their own use in excess of 580,000 "Out Of The Blue" albums. The plaintiff values each album at \$6 statung that its CBS binder calls for it to sell the album to that label for that price. The suit asks \$12 million in e and punitive damages for the al leged pact violation

The court is also asked to grant a temporary restraining order, for which there will be a Monday (14) and United Artists Record group from disposing of the alhums The suit claims that the trio por

sesses 760,000 of the double-pocket sesses. 700,000 of the double-pocket alhum. The plaintiffs claim the al-bums could be dumped at a lower price, injuring the CBS record sales, causing a resultant position drop on trade paper charts, dehibitating the group's chances on concert tour

and injuring its general popularity The albums in the defendants ion are allegedly defective and hlemished merchandise. The court is asked to observe that in such condition the sale of such goods vioand professions code of the state The plaintiffs further claim that 70% of the 1.5 million albums they got from I/A were defective

Certain UA foreign affiliates have refused to account to Jet for sales the suit charges, which plaintiffs claim will cause a loss in excess of \$1 million UA refuses to indemnify Jet for this amount, the suit charges, Dischi Ricordi, the Italian licensee, refuser to cease manufacturing the album which will damage Jet in excess of \$5 million, it's alleged Defendants instructed foreign affiliates not to account to Jet, it's claimed An affidavit from Stanson Mimiroski, director of quality control,

(Continued on page 94)

Births Son, Austin William, to Boz and

trative assistant; father is talent coordinagor for the "In Hollywood"

England. Father is Dark Horse re-cording artist and former Beatle.

works including six symphonies and was represented in Columbia's catalog with two LPs. He composed his st symphony in 1925. He is sur vived by a daughter. Glen Goins, 24, former guitarist and singer with Parliament/Funka

delies who has been working with Quazar, a new group signed to Arista Records, of Hodgkin's Disease July 29. Goins, in addition to his work with Quazar, also was working with a second group. Mutiny, at the time of his death. Services were held Aug. 3

in Plainfield, N.J. Rudolph Kolisch, 82, left-handed

Dr. Edward F. Richardson, 78, Milwaukee pianist who was promi-nent throughout the Middlewest, near Slinger, Wis., July 16 in a motor

Willem van Otterloo, 70, former permanent conductor of the Hague Philharmonic, in a motor car accident July 27 in Melbourne, Austrlia.

James Wigfall, 36, actor who played the cowardly llon in the Broadway musical, "The Wiz," Aug.

ONLY 50,000 OR SO COMPLY

Jukebox Operators Slow In Fee Payoff

WASHINGTON - Now that ASCAP has brought a test suit against allegedly delinquent jukebox operators for failure to pay mu-sic fees, a prophetic remark by Reg-

ister of Copyrights Barbara Ringer The Register told Rep. Robert Kastenmeier, chairman of the House copyright-handling subcom

mittee, that only about 50,000 to 60,000 boxes had met the statute deadline for filing and paid \$8 an nual compulsory licensing fees. "Maybe," she said, "they are wait

ASCAP Juke Suit · Continued from page 1

An ASCAP spokesman says

"There is widespread disregard among jukebox operators for the new law, which they sought. He also says the filing of the complaint for copyright infringement "serves notice on all operators The case is assigned to U.S. Dis

trict Jodec Mary Johnson Lowe, al-though no trial date has yet been set. The complaint asks for a perma

nent injunction against all defend ants performing the seven musical sitions in question, a min imum of statutory damages of \$250 for each song alleged to have been performed, and for costs and attor

The suit is being handled jointly by the ASCAP legal department and the firm of Paul, Weiss, Rifkind. Wharton and Garnson.

them before they'll comply." Representative Kastenmeier had

asked her during May hearings on the Danielson (D-Calif.) record per nance royalty bill. What chance she thought there would be of collecting any record performance roy alty fees from jukebox operators if they were so delinquent in paying nusic fees called for under the new Copyright Act. Now, two months later, the tuke

ox registration continues to lag badly The Special Licensing Divi sion of the Copyright Office presently tallies 134,402 boxes regisiered-only about one-third of an esnated total of 400,000 hoxes About \$1.075 million in fees has

On June 21 at Copyright Royalty Tribunal hearings on jukebox access problems of music licensors, the number of registered boxes was estimated at about 130,000 Under the Danielson hill (which

been collected

is dead for this session, but will be reintroduced next year), the operators would not have to pay any tra tax for the playing of recordings. The bill would prohibit any add-on to the \$8 music performance fee.

But jukehox operators are afraid the rates would eventually go up to cover record performance fees, during one of the Copyright Royalty Tribunal rate reviews which will come at 10-year intervals, beginning in 1990 for jukehox rates, after ar

initial review in 1980.

Marriages Bob Wilber, soprano and alto saxophonist, to Pug Horton, singer,

at the recent Nice Jazz Festival in France. . . Janice Darlene Chamberlin, cos

Lifelines

try songwriter and singer, to Mickey Rooney, actor and songwriter, July 28 at Thousand Oaks, Calif. It is Rooney's eighth marriage

Deborah May Hurn, actress, to Jim Ramos, former ICM agent and manager of KC and the Sunshine Band, Aug. 3 at Miami's Plymouth Congregational Church.

Susan Furko, Alpha Distributors ad coordinator, to Harvey Rosen, Polygram New York Distribution New York sales manager, July 9 in

Carmella Scaggs Aug. 2 In San Francisco, Father is a Columbia Records Son, Zardos, to Cleo and Demi Di

metros July 13 in Los Angeles. Mother is Westwood One's adminis-

syndicated radio show. Son, Dhani, to George Harrison and Olivia Arras, Aug. 1 in Windsor,

Deaths Carlos Chavez, 79, world renowned Mexican composer/director, died Aug. 2 in Mexico City of a heart attack. He had been in a coma two weeks. Chavez had composed 300

violinist who for many years led the Kolisch String Quartet and who served as artist in residence at the New England Conservatory of Music, Aug. 2 at his home in Watertown,

car accident.

He had numerous LP credits.

I of Injuries received in a motor car

Lewis Harris, 53, prominent entertainment industry attorney, at his home in New York July 28. <u>Billboard</u> Chart Bound TITLE-Artist TITLE-Artist MD. TOTAL MCDA TITLE-Artist NAME OF TAXABLE PARTY. PATE N SURRENDER—Chasp links THREE TIMES A LACY—Connectors
THREE TIMES A LACY—Connectors
THREE TIMES A LACY—Connectors
THREE TIMES A LACY—Connectors
THREE TIMES A LACY—Connectors 71 35 MR. BLUE SKY—Electric Light Orchestra 山 36 HE'S SO FINE-Eraty II Dintry McRebal 企 GREASE-Franker Vall. 8. 38 YOU'RE A PART 70 74 west OF ME-Gree Cotton with Eur Car (Stano Edgan), A. Carner, Anola 7794 å LAST OANCE-tons Sommer * 71 75 ON THE STRIP-Faul Mehales (December Red), O Separts, F. Manhor, 850 SE 4 14 THE GROOVE LINE-Hosters * 37 20 15 12 MISS YOU-Rating Stones & FLYIN'--Prom
Factorio, A. Harley, Arele 714 由 RUNAWAY—Johnson Stockey
Geom Cas II Informat Stockey), Dreety, Grant (1274 (BCA) 82 38 CPI å BUST WHAT I NEEDED-Con HOT BLOODED-Faciligner
Hot Blood Mark Serms, L. Grammi M. Jones, Milante 3488 READY OR NOT-Holes Roddy ŵ 43 8 73 73 CLOSE THE DOOR-Today Pendings and (Camble & Met), R. Camble, L. Mult. Phylodelph th 45 6 17 8 BODGIE OOGIE OOGIE-A Freit Dr. Namey 台 84 ARMS OF MARY—Chillwack (8 family B Handerson, M Ghill), L Southerlan Muslicann 2013 d LOVE WILL FIND A WAY-Patte Crane TAKE A CHANCE ON ME-Anto 41 24 I WILL STILL LOVE YOU - Stands 命 d COPACABANA-Bany Mandow (Res Sarte, Barry Mandow), E. Mandow, B. Sessman J. Feldman. 96 12 10 42 42 20 VOILBE THE ONE THAT I WANT-John Trovolta & Olivo Rowron-John A. SHE LOVES TO BE IN LOVE-Contra 台 ŵ MAGNET AND STEEL-Water (gan (Nather Egan, Lindony Buckingham, Richard Gashot, & Egan), Columbia 3 (87)3 88 11 YOU NEEDED ME-tong thursdy 仚 5 命 AN EVERLASTING LOVE-Rady Goo 16 77 RUNAWAY LOVE - Londo College (Sel Andrea) S. Miley Continue (S.M. TWO OUT OF THREE AIN'T BAO-Meet total * 44 44 F20 由 HOPELESSLY DEVOTED TO 6 18 ŵ HOLLYWOOD NIGHTS-Bob Segar d ROCK & ROLL FANTASY-KAN YOU - Block Revise John (John Farrar), I. Farrar, 830 503 RIGHT DOWN THE LINE-Gerry Stafferty 由 13 16 LIFE'S BEEN GOOD-tor Watch (88 Semergh), 1 Match Region 4547) d SUMMER NIGHTS - John Toporte Olera Reetto John 68 WES MY ANGEL BABY-Toby Boso (See Debury) D McRessa B Site SCA 11250 由 14 47 29 CAN WE STILL BE FRIENDS-Took foodgreen RAISE A LITTLE HELL-Traper ALM I'M NOT GONNA LET IT BOTHER ME 山 仚 15 10 59 a THINK IT OVER-thery Lade 5-7-0-5—cs₃ So₇ Hobert John Lange): Mason Broughton, Westury 73999 山 100.000 CPR TONIGHT-Attents Mytten Section (Buddy Bore), Base the Boughtry, Palydor (1948) GET OFF-Feet | Ledana, Basi 5046 (TK) d 63 SHAOOW OANCING-Judy Cots A PARADISE BY OASHBOARD LIGHTS-WOOT LOUT 15 18 命 AIN'T NOTHIN' GONNA' KEEP ME FROM YOU-Ter to Serie (Berry Gob, Kerl McAndese, Abby Galeton), B. Goo. BAKER STREET-Gerry Rafforty # BAKER STREET-Gerry Rafforty, & Safforty, Sanded Artists 1955 CALIFORNIA NIGHTS-Seed 16 ивы OANCE WITH ME-Peter Boson (For Bala), F. Breen, R. Bass, Breen \$265 (TK) ŵ 19 12 KING TUT-Store Martin (Milliam & Michael), S. Martin, Warmer Bron. 8577 51 31 24 SHE'S ALWAYS A WOMAN-Biby tool WEN 曲 41 9 I NEED TO KNOW-ton Peth 8 The Hearthreaher (Berny Cordet, Beah Shark, Ton Pethy), 1 Pethy Shetter-RDC 62810 27 KISS YOU ALL OVER-Ente 52 85 85 S BREAK IT TO THEM GENTLY-Bottom Comm ... WILL YOU STILL LOVE ME 60 23 SHAME-Eoslyn "Chambagon" Rosg ALMOST LIKE BEING IN LOVE-Michael (Breat Maker Stave Cones), AJ Larger, F Lawer. TOMORROW-Rave Mason (Ros Revents), G. Gottin, C. King, Columbia 310749 (Brest Maker Steve C ENI America 8004 曲 *** 21 10 STAY/LOAD OUT-locked Browns (inches Browns Mills SA 22 I LOVE THE NIGHT LIFE—Bicca Bridges Classe Buckenham), B. Bridges, S. Bulchesen, Polydor 14483 BLAME IT ON THE BOOGIE—Much locks (Spivester Levey), M. Jackson, B. Jackson, E. Brahn, Atan 2001 (Milgalic) CPP å GIR DITTY 业 FOOL IF YOU THINK IT'S OVER-Corn Rea (Gas Dudgeon), C Box, Magnet 1198 (United Artich.) 26 6 由 65 LOVE THEME FROM EYES OF LAURA USE TA BE MY GIRL-trays a MARS—Barbin Stream! (Cary Ment), A. Lewrence, J. DeSantolo, Columbia 316777 22 16 28 92 IT'S REALLY YOU - The Tarney Sponcer Band (Band Rembelopum), A. Tarney, T. Spincer, MAIR 2007 SONGBIRO—Barbra Stressed (Care Blent), D. Wolfert, S. Reban, Columbia 319756 W23 56 49 B 3/CH4 NEW ORLEANS LADIES-Laurance's La Ross (Laon S. Medical, H. 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Burrer 由 72 IF YOU WANNA OO A DANCE 93 97 ALL NIGHT-Spinners (Them Bell), T. Bell, T. Bell, C. James, L. Bell, Atlantic 3453 쇼 33 YOU AND 1-Rck tones (Bck Junes, Srt Stewart), S. Junes, Gords 7356 (Motores) BACK IN MY ARMS AGAIN-Coops 82000 62 64 TIME FOR ME TO FLY-eco Speedages (Revin Crosm), A. Crosm, Carl \$9562 94 HOY DOTTO å 39 ä GOT TO GET YOU INTO CPP MY LIFE-Earth, Wind B Fina (Manager White), Lennon McCartney, Columbia 3 18796 LOVE OR SOMETHING LIKE IT-Assay Report 63 51 11 THAT ONCE IN A LIFETIME-Donn Rosses 95 61 11 TWO TICKETS TO PARADISE-LAGO Money 曲 35 5 64 52 16 WONDERFUL TONIGHT- Ere Clapton TOOK THE LAST TRAIN-David Gates 96 命 31 金 8 MACHO MAN-vdage People 80 WHENEVER I CALL YOU CPI

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BRUGUMA 1 3 BE3 in Jop Staffs who will make at Billocards 11th annual International Radio Pro-gramming Forum include the cast of "Ain" I Mibehamin," upper left, "Grease," upper reft, "The Magic Show," lower left," I Love My Wife, "lower right; and "Annie," at left below. Reid Shelton and Shelley Bruce, who are shown in the "Annie" picture are among the stars who will appear at a special luncheon presentation entitled "The Best Of Broadway."



BS Will Beam Mehta & Serkin

NEW YORK - Public Broadcasting Service will televise a henefit concert of e New York Philharmonic conducted by Zubin Mehta Sept. 20 as a segment its "Live From Lincoln Center" series. The event will mark the tv debut of pianist Rudolf Serkin, who will perform

ethoven's Fifth Piano Concerto. In many areas. PBS officials report, the concert will also he simulcast in reo. Mehta, moving from his post with the Los Angeles Philharmone, will

conducting the New York orchestra just six days after taking over as its per-

KWIZ Eyes Variety Programming Approaches 'Old Style' Of Shows With Musical Mix

By RAV HERRECK IR

LOS ANGELES KWIZ-AM nd FM in nearby Orange County are experimenting with broadening their demographic hase hy appealplay it several days."

On the FM hand, Weaver is ating to diverse musical tastes.

We're looking at the old style of

programming," explains owner and general manager Bill Weaver, who also programs the outlets. "We're taking specific shows and letting them play certain kinds of music Most recently, Weaver and music

"Disco Saturday Night," a five-hour program airing 7 p.m. to midnight and featuring charted disco hits by the Bee Gees, Donna Summer Yvonne Elliman, Tuxedo Junction Heatwaye, Chic and others, DJ Rick West hosts. It's quite a departure from the station's usual MOR ap-"It's an obvious attempt to lock

into this disco phenomenon." says Weaver, who also programs and owns KLOK-AM in San Jose, Calif To my knowledge, it's the first disco programming in our area

Weaver also is considering adding a country program to the AM side, plus other 'specialty' shows, perhaps only of 15 minutes' duration "It's the idea of 'framing' something

unique," he explains. KWIZ now even frames its oldies with 20 seconds of production precursing the DJ intro, followed by one hit of the '50s or '60s. "We call it Nostalgia Time.' " he adds, poin out the 'show' lasts only about four

Similarly, Weaver has reactivated the concept of listeners voting on new singles. Called "Rate A Record," KWIZ frames each new release with as much background in-formation as possible "If there's formation as possible "If there's strong reaction," says Weaver, "we'll

tempting another unusual approach to programming He calls it "con-temporary beautiful music" and admits he's having difficulty in finding enough cuts.
"We're trying to appeal to all ages

from 18 on up," he says, "but with out relying on the instrumental re-makes so often associated with beau-FM would not play "Take It Easy" hy the Eagles, whereas "soft rock" program the cut regularly. "We'd be more likely to air some

thing softer by Barry Manilow or Neil Diamond," explains Weaver, "We use a lot of album cuts, consequently, but it's hard to find the nght kind to fit this idea

He says there's a great deal of disagreement over what constitutes a soft rock" sound, as indicated by let and KNX-FM "We're trying to sound contemporary," he says, "but also make it more like a 'good nusse'

Elvis On N.Y. TV

NEW YORK - Metromedia's WNEW-TV New York will mark the first anniversary of Elvis Presley's death with a Presley film festival Aug. 14 to 20

Showings at 11 30 p.m. will in-clude "Girls, Girls, Girls," "King Creole," "Blue Hawaii," "Rousta-Creole," "Blue Hawaii," "Rousta-bout," "Tickle Me," "Flaming Star," and "G.I. Blues."

Weaver believes in developing new ways of doing old-style radiolocking into different elements to construct a format, and avoiding a "one sound" approach. "I think that people can accept and enjoy different types of music on one station, he says He points to KWIZ-AM and FM ranking number one in Orange County for ages 25-49 among outlets

However, he does face a difficult promotion task in trying to appeal to such a wide variety of listening audiences He's considering solving the problem with a catch phrase: KWIZ Gives You Everything

Rural Radio In France Goes Disco

PARIS-With the sole official radio network in France, France Inter. showing little interest in the hugelycommercial disco music as programming material, radio stations on the French frontiers are playing up the music style to the obvious benefit of the record companies Radio Andorra has started a

peak-hour 60-minute show featuring disco music and including a disco chart. Europe No 1 has intro-duced a program "Hit Parade Des Clubs" which runs through the week, devoted entirely to discotheques and relevant charts

Radio Sud has initiated "Show Business" which runs a total 21/2hours daily and is built round latest disco hits.

CBS Confab Winds Down

strength since "at any given moment in artist of the most diverse back ground can add his success to ours Ellis said that if there is any trend n non music today it is tuward sim plification, and he said in the next ear the company will be seeking to find the rock n'roll stars of tomor

He quoted Crasgo, who had earher declared "the future of Colum his Records is in rock n'roll " At the same time. Ellis said, the cor would not neglect black music, jazz

or pop. area it is in the field of disco and preteen rock This is no surprise to u ance we've set high standards for all None of us has a great interest in signing a record to our label, but if the right disco or pre-teen artist comes along, we will sign him," said

Frank Mooney, in his speech, said the next major innovation "and it is on the horizon now is bar coding This will have a positive improve ment on our industry, as important an effect as it already has had on food and other packaged goods

In a speech earlier in the week Don Dempsey reminded the CBS staffers that music "is fusing itself together in every imaginable way and you must not work from pre

conditioned musical formulas that do not permit new creative opportunities to enter Tony Martell vice president and

general manager. CBS Associated Labels, in his speech pointed out that this year his labels are having "tremendous" success with singles, with singles dollars 60% up this year

Larry Harris, vice president and general manager. Portrait Records earld that Portrait after two years is well on its way to meeting the goal he set at last year's convention to become "one of the six most successful record companies in the US by 1979 "He said Portrait would continue signing superstars. And, he said. "Any company that does not sign new artists is a bank, not a

record company. And Portrait is a

Inside Track The new ASCAP Index of Performed Compositions

There's industry speculation about the new prefix the upcoming Boston album. Will it be the first one that CBS ups to \$8.98 before Christmas². Jon Landau, Bruce Springsteen's producer is now also his manager
Columbia artists Toto hired a sky-writer to bid fare well to departing CBS Records conventioners in Los An-

geles Next year's parley will be in San Francisco in July. CBS is mulling a 1½-cent increase per disk for custom LP pressing. Ed Portnoy, founder and president of Record Shack in New York, is rumored ready to start a

West Coast operation in either Compton or Gardena, Barrie Bergman, president of the Record Bar chain, named director of the Durham branch of the First Union National Bank His father, Harry, chairman of the chain, was recently appointed a board member of a must bank in the city Automatic Records is mounting its first sales prugram.

The "Pop Rocks" promotion offers free goods with an increased return allowance both for the LP, and the 'Down On The Boulevard' EP The program is run with California Music oncston is low balling \$7.98 LPs at \$4.50 via print ads in New West maga-

Doubleday is publishing "The Boy Who Dared To Rock. The Definitive Elvis" by Paul Lichter. The 300page \$7.95 paperback was set for release last summer but was rescheduled following the singer's death. Lichter claims to be the world's largest dealer of Presley memorabilia by mail-order 10ce is moving from Mercury

For those who like to sing in the shower, but can't remember the words. Singin' Sam Shower Songs has the answer The company debuted at the recent Chicago Giftware Show a series of plastic cards which can be at tached to bathroom tiles and which contain the song lyr-ics. So far the series is limited to 32 public domain songs. but the company promises to add a repertoire of rock soul, big band, swing and country tunes to the list. Pub

Chicago's Delmark Records is increasing its list to 7.98 with its August release. Joe McClurg's Jazz \$7.98 with its August release — Joe McClurg's Jazz College, an all-night jazz program, was yanked off Chi cago's WCFL in favor of the Larry King syndicated talk cagos wC+L in layor of the Larry King syndicated taik feature. . MCA is releasing the LP soundtrack of "A Woman Called Moses" NBC-TV special a month prior to the program's fall airing Van McCoy and Colendge Tyrone Perkinson wrote the score. Two singles are also

Look for an Al Green live-in-Japan release on Cream Records in the fall. Teddy Pendergrass will follow his cheduled concerts at the Shubert Theatre in Phila delphia on Friday (11) and at Avery Fisher Hall in New York on Sept. 2 with two special midnight performance Only women will be allowed in It promises to be the ultimate male ego trip. . . EMI America had a signing-atsea when it inked the J. Geils Band recently. The com any commissioned the M.V. Provincetown to circle Boston Harbor with 600 guests aboard while the ceremo

which lists some 240,000 ASCAP licensed works, can be purchased from the ASCAP Dept. of Public Relations a One Lincoln Plaza in New York Price is \$25 One Lincoln Plaza in New York. Price is 3.23. Yes manager Brian Laine is talking a logo deal with Epic fee his new group Aviary. ... Flora Purim's deportation hearing has been cancelled while the government con-siders an application for "mon-priority" classification hased on humanitarian grounds. The U.S. wanted to deport the Brazilian singer because of a drug conviction several years ago for which she served 18 months in iai Deportation would have meant separation from her hus band, iazz percussionist Airto Moreira and her two shall

Spirit & Associates, a new company headed by Day

Sumner, has acquired a part interest in three music pub lishing affiliates operated by QCA Records Inc. with headquarters in Cincinnati. The three are Kolormari. Music (BMI). Redmark Music (SESAC) and Bluemi Music [ASCAP]. . Expect a new LP from Frank St. Reprise, was released several years ago. Alan Sieren. a California state legislator, has been appointed chair man of the Arts Task Force of the National Conference of State Legislators. Sieroty was behind the state's fire jazz award that went to Benny Goodman Saxman Dave Pell and his "Pres Conference" group

plays Donte's in North Hollywood, Calif., Monday of with a program of all Lester Young tunes. Pell and his new group will also cut an LP of Prez's works for Gene an's GNP-Crescendo label. Members of the band Gordon Brisker on tenor. Bill Hood on baritone uz Daugherty on guitar and Will Bradley Jr. on drums Bill Holman wrote the charts. Harry "Sweets" Edison is due to join the group for the recording the next night.

Barry Manilow's summer tour pulled a reported ground of \$3.5 million, not including his current (3-16) Las Vegas stant at the Riviera Hotel. The singer/songaments fans recently presented him with a 102-foot, 44,900-won has recorded a single for Private Stock and ICM is book ing her on a tour soon. . . Are the Runaways, the all-prigroup, planning a switch in labels? . . Cab Calloways update of his old classic "Minnie The Moocher" will be released in both a long and short version for DJs. It's o the RCA-distributed Hologram label. . . Manhatta Transfer's recent trek to Dubai on the Persian Gulf fo the country's first attempt at producing a television second was acclaimed a success, although the group out or of its numbers on location in 138-degree weather Ti Arabs weren't very cost conscious. One set alone came a \$100,000 price tag.

Bill Graham and Epic Records will help launch as minute feature film documenting the career of up-and comer Eddie Money, which has been in the works for the years under the direction of Michael Moson a San Fra

Mogull & ELO In 2 Suits

CBS Records filed in the action

states that be did perform a claimed standard industry sampling proce dure of the albums turned over to when the albums turned over to CBS by the defendants. His evaluation of the 1.14 million records, held that 77% of the total were unacceptable. Of that total, 625,000 were "Out Of The Blue" albums, where he found 41% defective Nimiroski reported that he visited

the UA warehouse in St. Louis with Avi Rajhansa, CBS Terre Haute conditions that explained the qual-He said he saw almost all the al-

hums stacked horizontally, where in CBS' experience record cartons are stacked so that records are vertical in the carton. Pallets had been placed one on top of the other and many cartons were broken and crushed, so that the weight of upper-tier pallets rested directly on cartons below. causing the warpage, he said.

ELO personal manager, he states that he and his employes called domestic UA distributors to query them as to returns made after March 31, 1978, of the "Out Of The Blue"

He found a reported total of 167,238 albums including the folowing individual returns: Phoenix, 15,700, Pickwick, Dallas, 18 000 Miami 4 000 Western Mer-

Chrysalis Ships Tri-Fold Units LOS ANGELES-Chrysalis is

making available to its distributors and dealers tri-fold display units for merchandising purposes, according to national sales manager Stan Lay-

Measuring 41 inches by 71 inches the display unit has the advantage. indicates Layton, of allowing a dis-play to be pre-assembled, folded away and easily transported from one locale to another

The finished display hoard has room for a poster, album jackets, pictures and streamers containing information about tour dates

Layton adds that the tra-folds are applicable for both retad in-store und window display but can also be utilized at the one-stop level

mousky Baltymore 110,000 In a deposition Walter Dean, CBS

executive vice president, states that Dave Neckar, production chief for UA, telexed him July 5, 1978, that the UA ELO inventory was 690,000 albums. Dean said he advised Mogull in discussions that the album Mogull was offering to sell belonged to CBS as part of the inventory sold by UA to Jet. Mogull disagreed. He said the alhums were returns fro distributors after March 31, 1978 Dean also stated that Moguli indicated clearly that dumping the alums was the only alternative to a buyout by CBS Lanny Lee, president of Mer-chants Music Consultants, a New

York cutouts firm, in a deposition, argued the value to an artist in sur plus album sales. He said the lower priced deletion often introduced a buyer with less spending money to an act be ordinarily could not buy as firstline merchandise He said the "Out Of The Blue" al

bum was out for some time at full price and that the artist would be efit from its sales now as a cutout He pointed up the no return advantage of a cutout to the act. Neckar, in a deposition, claims

that it is his experience as a produc tion executive that the sampling procedure used by CBS is not an in Justry standard, but rather used by the military in purchasing
He says the 2.5% sample factor

used by Miniroski is far below the acceptable sample percentage used e industry to test defective His experience says a 10% defer tive sample is significant and calls

for sampling every carton from the shipment in question Neckar says he did not receive one quality co plaint from a distributor on the ELO album in question UA's horizontal tacking of cartons is accentable in the industry. Neckar contended He claims returns were in the St. Louis warehouse only a short time and records could not get bowed in that pe-

George Boyle, financial vice pres-ident of UA, declared to the court that if UA dumped the ELO albums, they would not be sold through n mal retail channels, as the CBS copies would, but rather through never buy at full price

Labels Turn TV Talents To Records

mercially available, copyrighted (and highly successful) poster The label is also taking radio spots

in some markets to augment its print buys. Ladd has made one or two brief in-persun appearances, but like Epic with Carter, Capitol has learned the security problems of to 1th Kristy & Jimmy McNichol.

RCA is taking the teens to specific markets for in-person promotion. The strategy has been devised in the face of what the McNichols' mangement leam, Amron, Halpern & Margo, acknowledges is a "difficult" radio situation

Larry Halpern believes this resistance is not necessarily due to the youngsters' to stardom, but to stations' feeling that they appeal only to teens and substeens

Promotions so far have been in Boston, Florida and New Orleans more may follow tying in with local movie house chains, putting pos in the lobbies and giving away tick ets to major features like "Grease" and "Jaws II."

There have also been link-uns with radio stations and retailers. It Florida, for instance, Jimmy Mc Nichol appeared hefore some 5,000 at two Orlando stores, Camelot Music and Bill Baer Music, in a copromotion with WBJW-FM

roing in on the young audience, without necessarily going teenybopwithout necessarily going accuracy-per," says Tony Camillo. Though the artist's album is tagged "Happy Days And Nights," the executive adds, "we're letting the

ty connection take care of itself. Most, brought to the fledgling la-bel by its publicity director, Gloria

Seuoya, has recorded before for United Artists. Camillo claims his vocal talents are suited to a broad range of repertoire, embracing rock MOR and country Camillo produces Most himself.

and the other ty stars are in similarly seasoned bands: Ladd produced by Gary Klein, Carter by Vini Poneta and the two McNichols by Phil and Mitch Margo.

Main problem for tv stars is fitting rehearsal and performance in with their demanding filming schedules

Most will apparently do it when he can, Carter has already appeared in Vegas (to generally favorable re-views), the McNichols hope to do live shows early in the new year, and Ladd's stage dehut is yet to be fixed. All will benefit from ty exposure

when their respective shows run this fall, of course, although many view ers may want to maintain the dis time recording artists-that distinct tion which the labels are so deb cately handling this summer. The history of tv thespians gorts

n disk is checkered in recent year. Penny Marshall and Cindy William of "Laverne & Shirley" failed is capture record buyers in 1976 who they bowed on Atlantic with an a bum, and so far Lawrence Hilton Jacobs of "Welcome Back, Kotto has gained only moderate accep ance for his ABC outings. Gale Kaplan, also of "Koner," went or record for Elektra, but didn't hap

Yet David Soul of "Starsky & Hutch" has enjoyed substantial hit on Private Stock, and John Tra volta-another regular of "Welcom Back. Kotter" scored a couple of big-selling singles for Midsong be fore he exploded on the large screen via "Saturday Night Feyer

Soul, in fact, is set to record again soon with producer Jim Mason o Firefall fame, and move towards slightly heavier rock sound than hi previous efforts. His label, Prival Stock, has also signed up Barry Williams from the syndicated series The Brady Bunch," with a release

Another to contender in Lisa Har-man of "Tabitba," who will be recording for Kirshner with pro-ducer Michael Lloyd in the commit



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